

Ribbon clean and pressed.

Teeth well cared for.

Hair neat and tidy.

Clean and well laundered collar.

All buttons sewn on with red cotton.

Badge clean and correctly sewn.

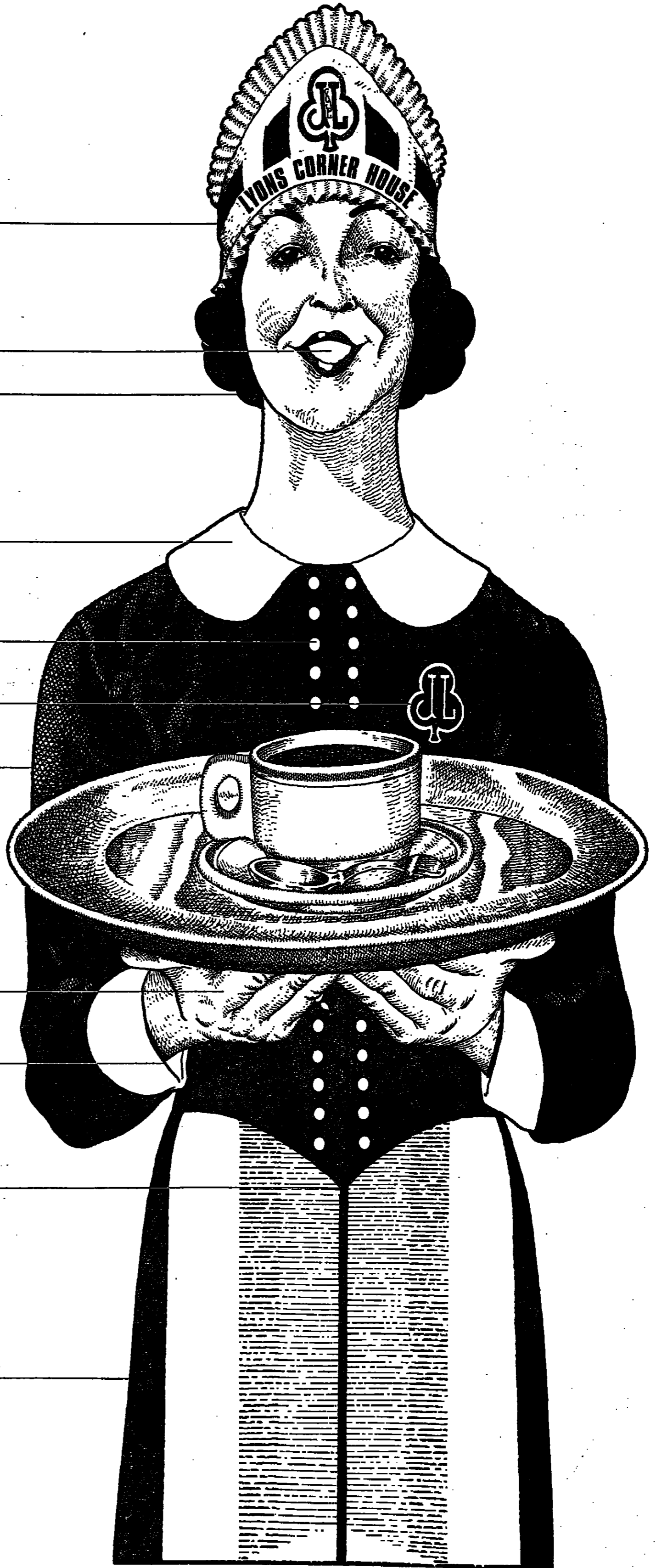
Dress neat and tidy.

Clean hands, nails well manicured.

Clean and well laundered cuffs, correctly sewn.

Point well pressed.

Dress correct length.



هكذا من الطهي



50 years on, we still take pride in our appearance.

People have fond memories of the smartly-dressed 'Nippy' of pre-war Britain. She and the food she served were a huge success.

During the thirties Lyons Teashops and Corner Houses were so popular Lyons grew to be Britain's biggest caterer.

Today J. Lyons continues to prosper serving tea and coffee to the nation.

We now run a vast range of restaurants. As well as catering at leisure, sporting and other events throughout the country.

But times and tastes change.

Some people now prefer a milkshake to the traditional cuppa.

A fancy cocktail to a pint of Best.

Enchiladas to egg and chips.

Or spare-ribs to bangers and mash.

Which is why, in 1984, we opened Calendars, the first cafe-bar-restaurant of its type in Western Europe.

It's been such a big hit it's broken all turnover and profit targets.

And how are we celebrating?

By investing a further £45 million building at least 24 new Calendars around the country.

We can afford it. Our pre-tax profits rose by 23% last year to £269.5 million.

With our catering experience, it's no wonder that we have such attractive figures. **Allied-Lyons**
GOING ON GROWING

In the United States, as in Britain, pressure is growing for more awareness of the plight of schizophrenics, highlighted in the recent *Times* campaign

The inner terrorist, the invented life



The forgotten illness

Last night 100 influential people met in the presence of The Prince of Wales to be told about plans for a major new appeal, SANE - Schizophrenia: A National Emergency. The Schizophrenia Appeal, with Sir Ralph Halpern as chairman and Lady Tryon vice-chairman, came about because of the extraordinary response to articles published in *The Times* seven months ago. They showed that schizophrenia, the "forgotten disease", affected 1 per cent of the population - 17 million people worldwide - and that the failure to care for these sick people had become the international scandal of the 1980s. One of those people is John Hinckley, who five years ago shot and wounded President Reagan. Last week Marjorie Wallace, who won the title of Campaigning Journalist of the Year for her articles, talked to his parents about the shock of discovering their son's hidden fantasies, and about their campaign to help the mentally ill.

On March 30, 1981 the telephone rang in the Hinckleys' mountain home in Evergreen, Colorado, not far from Denver. Jack Hinckley, a caring Christian, was at the office preparing for a trip to help the poor in Guatemala. His wife answered the phone. "Mrs Hinckley", said a voice. "This is *The Washington Post*. Do you know that your son John has been identified as the man who shot the President?"

His father thought John needed a kick in the pants

That bald statement transformed the Hinckleys' lives. Jack was a successful businessman with his own oil exploration company. His wife, Jo Ann, had made a pleasant home. There were friendly neighbours, a local church and a good golf course. Their three children had grown up. Scott, the eldest, was working in his father's company. Diane was married. Only their younger son, John, gave them any cause for concern.

The disappointing pattern of his life continued, with Jack and Jo Ann alternately nagging and consoling him. They would receive calls from cities all over America, saying his money had run out, he had nowhere to live, and needed to be rescued. He would describe in great detail his relationship with his girl friend Lynn Collins, an actress in Los Angeles.

"We tried everything", says Jack. "I thought Jo Ann was too tender. Maybe I was too tough. I would say 'all he needs is a good kick in the pants'." Anxious, but not unduly alarmed, they sought help from a psychiatrist who originally told them John was spoilt and lazy and depended too much on his home. Three months before the tragedy the family agreed to draw up a plan whereby John would find a job by the end of February and his own apartment by the end of March.



(NY55-June 21)--INNOCENT-- John M. Hinckley Jr. was found innocent by reason of insanity Monday when a federal jury ruled he was not criminally responsible for his attempt to assassinate U.S. President Ronald Reagan. (AP Laser-photo)(ysk22010f1s)1982

An American nightmare, a universal concern: John Hinckley (above) whose attempt to kill President Reagan (right) shook the world and stunned Hinckley's parents (top) who "just didn't know" of their son's losing battle against insanity

She found work in Los Angeles. She drove him to the airport, pleased that at last the "plan" was working. That was the last time she saw him free.

The next time, he was brought by prison guards. "What do you say the first time you see your son after he has done the unthinkable", recalls Jack Hinckley. "Why did you shoot the President, son?" Instead, "we told him we loved him", he says.

During the next weeks Jack and Jo Ann went through hours of interrogation at the Jefferson Hotel in Washington. Gradually the bizarre world their younger son had inhabited was revealed. Lynn Collins, the actress he had described so vividly, had never existed.

Everything was a fabrication: the writing courses which he had never taken; the company he discussed so proudly; the close college friends who had barely heard of him; the glittering Christmas spent with film stars and music publishers in New York. In reality he had spent it alone in an unheated room on a deserted campus, paralysed by depression and self-loathing.



Driver. The film became his reality. He collected guns as Bickle did. He stalked political figures as Bickle had done. And he was going to shoot people for the heroine, Jodie Foster's, sake because that's what happened in the film.

It was not until just before John's trial, six months after the investigation began, that Jack and Jo Ann learned he was probably suffering from schizophrenia. "Like everyone else, we thought schizophrenia was like Jekyll and Hyde", says Jack. "Not the loss of self and the deep split with reality which we now realize lay behind his odd behaviour."

"If Jo Ann and I had known the early warning signs of mental illness, there would probably have been no shots fired. President Reagan would not have been shot. White House Press Secretary James Brady would not have suffered permanent brain injury."

John was found not guilty by reason of insanity and placed in the maximum security wing of St Elizabeth's Hospital, Washington DC, one of the most old-fashioned asylums in the United States.

He is now 30, and living in the John Harvard Division, a relatively modern six-storey block, separate from the main buildings. He is in a ward with about 20 other men overlooking the hospital cemetery. As a privilege for good behaviour he is allowed to walk under escort in a restricted part of the grounds. He will stay in the hospital until a court deems him fit to release. "He is treated by people who understand his illness", says Jack Hinckley.

name's already mud. You've nothing more to lose. It was a bitter pill, but it made me think."

The Hinckleys received thousands of supportive letters from others with mental illness in their families. They decided to write a book, *Breaking Points* (published by Berkley Books in May) to help remove the cruel stigma of mental illness. Then they went

The public was shocked by the not guilty verdict

to Washington and founded the American Mental Health Fund. Jack sold his oil company to devote himself to the fund, which will educate the public and provide money for research.

The fund is managed by an eager young man, David George, who was legislative assistant to Senator Jeremiah Denton. Hinckley, George and their associates succeeded in persuading the Advertising Council, a body which makes advertising space available virtually free of charge to a small number of selected charities, to back the fund, which will get about \$16 million worth of advertising in 22,000 different media for the expenditure of \$230,000.

"A recent Gallup poll showed that 57 per cent of Americans think mental illness is a personal weakness", says George. "We want to change that. We want to make people aware that it exists, and make them believe it is an illness. We aim to raise a dollar for every person affected by mental illness in America. That will make \$30 million for research."

On July 17 the flood gates will open, and for the first time the American media will be full of information on mental illness. "The US is today preoccupied by the fear of terrorism from abroad", says Jack Hinckley. "My concern is with another form of terrorism - the inner terrorism that each year strikes an estimated 100,000 new schizophrenics."

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Multiple Sclerosis is merciless. It's a disease that can strike anybody, anytime. And there's no cure. Yet. Every penny you contribute to the Multiple Sclerosis Society brings the cure that much closer. It also brings some comfort to the many thousands who suffer the misery of impaired speech, loss of eyesight, in-

continence and paralysis. The much-publicised events of the past twelve months have demonstrated just how generous people can be when they believe in a cause. Our cause is very important. Please give as much as you can. Because the sooner we find the answer the sooner we can ensure that the lives of those nearest to you are not torn apart.

If charity begins at home, imagine yours being torn apart.



For receipt of donation tick box in coupon. I enclose a donation to The Multiple Sclerosis Society of... NAME ADDRESS

MS MULTIPLE SCLEROSIS

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Mr Efficiency makes his mark

Getting ahead is what counts these days - elbowing your way to the top of the pile, becoming a big cheese by the age of 30 and a top tomato at 40. Everybody is at it; you can tell by the number of books they buy. Business books are the supreme publishing invention. They have an immense captive market since everybody wants to be more efficiently greedy and to "handle" people more effectively.

Now it is Winston Fletcher's turn, with *The Seven Keys to Super-efficiency*, an 1 Ching for climbers of the greasy pole, a *Aama Sutra* for those who think you go to bed to "allow your mind to meander casually over any knotty problems".

Super-efficiency is a classic of the genre - seven chapters with jaunty titles like "Stop Procrastinating!" or "Ideas, Ideas" and an unending stream of tips running from not lane-hopping when driving to work (it causes stress) to smiling frequently when you are in the process of reducing a subordinate to a heap of paranoid jelly.

Reading it makes you deeply suspicious of talking to anybody. Are they, for example, leaning forward in their seat in a conscious effort at positive body language? Is the man next to you in the traffic jam listening to *Gardeners' Question Time* or is he, as Fletcher suggests, playing some foreign language tape?

The composer of this profoundly lampoonable stuff is, of course, in advertising. This means his Covent Garden office must contain its quota of very small, very intricate low-voltage light fittings and the walls must be dragged, marbled or rag-rolled to give the appropriate grey, dusty gloom. A receptionist - blonde - must sit alone in the first room like a canary down a coal mine.

The latest guide to business success comes from an unconventional ad-man whose down-beat image belies his up-beat career

prophet. The suit is a neutral blue and the general air is oddly shambling. Mr Super-efficiency is, in fact, an amiable, slightly bumbling chap who seems at first to be lurching, rudderless, through life just like the rest of us.

He must have some secrets to impart, though, since his productivity alone suggests a

actually stunned in the advertising business, but a man leaving the top of one of the world's biggest agencies for a small, new operation did raise a few eyebrows.

"I wanted to get back to making ads again", he says. "I was tired of just running a big organization."

The writing, meanwhile, was rattling along at the rate of 50 or 60 articles a year plus three further books: *Teach Yourself Advertising*, *Meetings, Meetings and Commercial Breaks*. These made him hot property in publishing terms, since he had obviously mastered the knack of writing for the vast popular business market. By last year, however, he was growing a little weary of the idea.

make a joke about it. It was easy to be funny writing a book about meetings, everybody moans about those, but efficiency is much more fundamental. Even more chillingly, he thinks the whole efficiency ideal is growing in this country. "A few years ago lots of British businessmen would go for two or three-hour lunches and come back sozzled. I realized that most of the people I was talking to in the afternoons were drunk. But there's much less of that now. I think people have realized we have just got to improve our efficiency."

Fletcher lives in London during the week and travels home to his wife and two children in Oxfordshire at the weekends, which he spends writing. *Super-efficiency* is the product of 12 Oxfordshire weekends. On top of that he is advertising adviser to the Social Democratic Party. So the work rate is pretty formidable - even more so when you discover he does all his writing using the supremely inefficient method of longhand.

Bryan Appleyard
©Times Newspapers Ltd, 1986
The Seven Keys to Super-efficiency by Winston Fletcher is published by Sidgwick & Jackson, £9.95.

CONCISE CROSSWORD NO 990

ACROSS: 1 Mental hospital (6), 5 Lose colour (4), 8 Make one (5), 9 Basket-ball type game (7), 11 Make holy (8), 13 Gambler's counter (4), 15 Objective (13), 17 Finger plate (4), 18 Clear throat (8), 21 Turkish Mr (7), 22 Prettily small (5), 23 Not as much (4), 24 Temperament (6). DOWN: 2 Descendant (5), 3 Nonprofessional (3), 4 Display (13), 5 Destiny (4), 6 Greek money (7), 7 Cave-in (10), 10 Irish elf (10), 12 Carrying board (4), 14 Sullen (4), 16 Congested breath (7), 19 Very serious (5), 20 Burden (4), 22 Cricket club (3). SOLUTIONS TO NO 989: ACROSS: 1 Mucus, 2 Shimmer, 8 Nomen, 9 Office, 10 Grumpy, 11 Mena, 12 Magnificent, 17 Each, 18 Creation, 21 Insulin, 22 Elder, 23 Surface, 24 Texas. DOWN: 1 Manger, 2 Cometa, 3 Sanguine, 4 Shooting range, 5 Info, 6 Manteau, 7 Rueful, 12 Immaculate, 14 Accuser, 15 Series, 16 Snorts, 19 Index, 20 Pica.

Advertisement for 'An e ar for' featuring a portrait of a man and text including 'Exhibition of Korean Eastern' and 'June 2'.

FASHION by Suzy Menkes

هكذا من الأهل

An eighties aristo for Coco



'Chanel invented casual chic: the opposite of uptight French women with poodles'



Above: Inès de la Fressange in a white pique crested jacket that recreates the famous Horst picture of Mlle Chanel, far left. Below: A seductive slant on the little black dress in pleated silk georgette with signature gilt buttons; in the autumn collection from the end of the month. Gilt and pearl jewellery and gloves from a selection, all from Chanel, 31 Sloane Street SW1 and from the revamped Bond Street shop from August 14.

Make-up by Teresa Fairminer using Chanel's Les Croisieres. Hair by Peter Forrester at Daniel Galvin colour salon

It's chic on the streets

I was too young in the 1960s to take note of psychedelia or miniskirts. My first recollection of fashion awareness was a bet with my father at the age of 14 that I would never be seen in a pair of hot-pants.

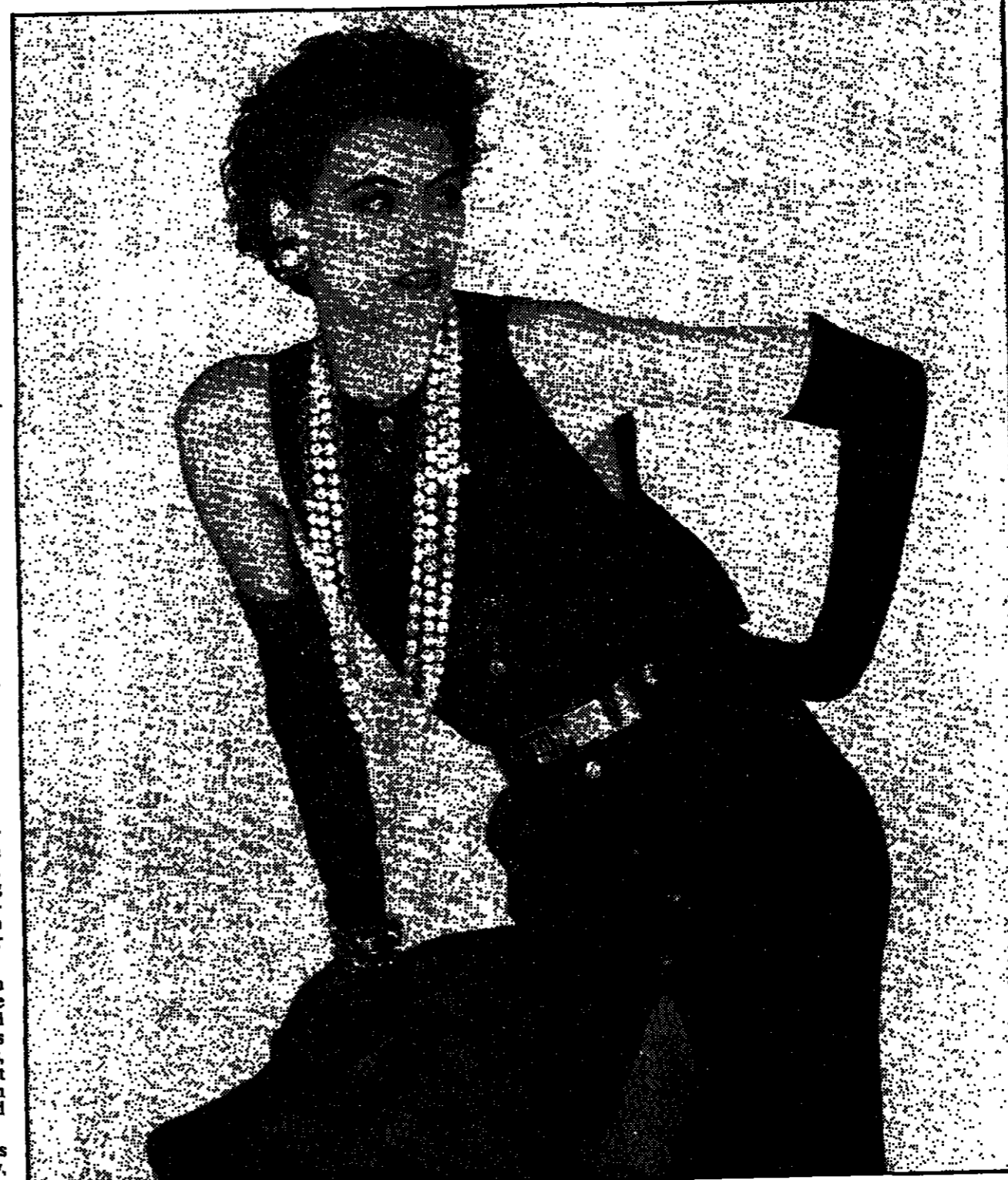
As a child, the word "fashion" conjured up images of sophisticated ladies from the pages of *Vogue* and *Harpers and Queens* and my mother's little black dresses and slim tweed suits. There was a clear defining line between grown-ups' clothes and the Laura Ashley party dresses that the younger generation wore if the occasion called for more than a pair of jeans.

Suddenly, after two decades of earth mothers, executive women and outrageous fancy dressing, fashion has returned to elegant chic. I, however, will not be riding my mother's antic to achieve the look, for this 1986 nouvelle chic is thoroughly modern.

Compare the gentle curvy lines of Dior's 1947 "New Look", accessorized with flowery picture hats, to the strong lines of Jasper Conran's 1986 autumn collection. Street fashions which get together the same look on a shoe-string strap are also much sexier than the lady-like lines of yesterday.

Black patent Grace Kelly handbags, long black gloves and high-heeled slingbacks are retro accessories to the elegant look. They will all be on sale in the high street to recreate the 1950s style, but that is not to say that I will be throwing away my rucksack or teetering on heels that I have never worn. It is far more likely that Monty Don's witty diamond dogs will be pinned to the pocket of a faded denim jacket and that the denim jacket will be worn over the little black dress.

Rebecca Tyrrel



Inès de la Fressange smiles mischievously. "People think that I am the second Coco. But I'm much kinder and sweeter", she says. The rangy, aristocratic Inès is the image-maker for the revamped house of Chanel and the muse for its creative director, Karl Lagerfeld. She has also caught the changing spirit of our fashion times and expresses it in her modelling: independent, coquettish, droll and essentially European. After a decade of shifting fashion power, Inès de la Fressange symbolizes the renaissance of French style. She carries that burden lightly.

"Other people have given me this image of being typically French", she says. "I think of a French girl as being always angry and not nearly as tall as me. But then, many people in France think that, to be chic, a model has to have her hand on her hip."

Inès de la Fressange is famous on the catwalk for sending up all the traditional poses, for sauntering out insouciantly, cigarette in hand, for screwing up her mobile face at the camera, for prancing out with her mongrel dog Jimmy on the end of a Chanel-chain leash.

"Chanel invented casual chic", she says. "She was just the opposite of all those uptight *Parisiennes* with poodles." Later, Chanel suits became identified with the bourgeoisie and designed for older women. It is the role of Inès de la Fressange, and her friend and mentor Lagerfeld, to outface the awesome Chanel tradition.

"It mustn't be like a religion", she says. "We sometimes have to laugh at the whole Coco Chanel mythology. I don't think that Coco herself had so much humour. She had strong ideas, brave ideas, but she was not a surrealist like Schiaparelli. She couldn't be so frivolous. She had to work a lot and fight a lot."

Inès de la Fressange is funny, witty, 28 years old and nearly six feet tall. She is identified so closely in the public mind with the spirit of Coco Chanel that people shout to her that they are wearing her perfume as she drives along; they congratulate her on her last collection; a retailer from Africa arrived on the doorstep of the Paris Chanel salon demanding her attention. The fashion house reputedly paid one million francs in 1984 to sign her up for seven years. It uses her to ginger up



Inès on the catwalk: a certain allure and a sense of fun

when the house is successful, there is no way the company is going to be against it."

Inès arrived to meet me in a navy jacket, white T-shirt, black trousers and shoes. Her fashion style, she says, is an endless search for the perfect navy jacket, which goes with a rollneck sweater in winter and a white cotton shirt in the summer. "Chanel was chic in a sweater and pearls", she says. "To be elegant you do not have to be uptight. And I suppose I do not have a social complex."

Like Gabrielle "Coco" Chanel, Inès de la Fressange was born in August: like her she smokes elegantly ("but not for the pictures; young girls might copy me"). But whereas Chanel was born a peasant and,

after a lifetime of association with the aristocracy, still sought to conceal her humble origins, Inès was born to high society and money. Her mother is an Argentinian beauty, her father a French marquis; her memories are of holidays in St Tropez with her grandmother, when they set out "with 20 suitcases, a chauffeur and a personal maid".

Choosing a fashion model in the upper-class tradition is a throwback to an earlier era of photography. Inès could be one of the society beauties in the Cecil Beaton Exhibition that she was rushing off to the Barbican to view.

Her childhood was spent in a grand country house and the local boys' school. It left her with a lifelong and Chanel-like passion for man-tailored sports clothes and for school uniform grey flannel.

With Coco, too, she shares a passion for England. Inès now has her home base in London ("I like the coyness of England, which doesn't exist in France").

Her career demands constant travel, so she leads a peripatetic fashion life and her faithful dog has to be billeted on her long-time but now ex-boyfriend in Paris.

"He spoils him terribly so that he gets too fat", she laughs. "It's like a divorced couple spoiling a child."

She regards Karl Lagerfeld not as her best friend ("you tell a best friend everything") but as "the person I trust the most". She got to know him well when he took her under his wing (and in his private plane) on a promotional tour. Now he uses her as a sounding board and soul mate, designing a 1940s afternoon dress to amuse her and asking her what she wants to wear.

From their collaboration have come outfits that have shaken the most traditional Chanel customers: blue jeans jackets, hug-me-tight dresses, the famous quilted bags sent up as dangly earrings or even as Inès in gilt chain braces and a miniskirt.

"It's a game for him", says Inès. "Karl works so quickly, each minute there is a new idea, and he is the exact opposite of designers who say that they are suffering so much to produce two collections a year. Karl does 15."

Their only disagreements are over Karl's attempts to improve on the perfect simplicity of a white sweater dress, or to use a glitter fabric which Inès considers vulgar.

Her skill has been to temper the Teutonic side of his designing and to give back to Chanel the throwaway sexual allure of Coco's early collections (and earlier life). Inès de la Fressange has given Chanel a second coming. She laughs, rolls her eyes and guys up the Little Black Dress, when you tell her so.

Photographs by Nick Briggs

John Galiano, 22-year-old avant-garde designer, is relaunching his company, Fashion entrepreneur Feder Bertelsen is backing the ex-St Martin's student, who is designing a completely new collection which aims to put Galiano's undoubted creative flair on a more commercial basis.

Full financial support from high fashion's godfather will enable Galiano to stage a show at the next London fashion week in October and guarantee deliveries for that season. His new collection will be sold under the name Agecheek, the Bertelsen company label which also boasts Alistair Blair, a newly fledged designer favoured by Sarah Ferguson, and menswear designer Richard James

FASHION NEWS

who is selling his first collection to the public this autumn.

The other British success story in this group is Katharine Hammett, for whom Bertelsen opens a flagship retail store in the London's Fulham Road this autumn. He has also just installed a Constant Sale Shop of marked-down designer clothes, on the model of an American discount store, at 56 Fulham Road, London SW6.

The high rainfall in early summer can be measured in percentages off in the sales. Designer fashions marked down 50 per cent are already standard so here are some ideas for high chic at half price:

Harvey Nichols in Knightsbridge have spring-weight tailoring in light wools from Soprani and Krizia; silk summer occasion outfits from Jan Van Velden, Flora Kung and Nippon; sophisticated silky jersey cocktail dresses by Bruce Oldfield and some rainwear that did not sell out in the Great monsoon.

Liberty can offer you brimfuls of reductions on royal wedding hats from Graham Smith, Philip Somerville and Kangol. Their 50 per cent fashion reductions include the summer prints of Betty Jackson and Wendy Dagworthy, as well as the more grown-up chic of Jean Muir, Sonia Rykiel and Yves Saint Laurent Variation.

Dickins and Jones (Regent Street, Milton Keynes and Richmond) are halving the cost of holiday clothes with mark-downs on citrus brights, sunshine whites and high fashion spots in their separates department.

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2 Victoria Colonnade, Southampton Row W.C.2 01-831 8083

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MR REAGAN'S EXAMPLE

Mr Nigel Lawson must be looking with the most intense frustration at the tax reforms now agreed by the United States Senate. If they pass into law...

into a formidable barrier to reform. The Chancellor showed the resolution required when he tackled corporation tax...

spare income need pay little or no tax. Hence the yield from reform is great and those who must pay more tax can usually do so.

BETWEEN THE EAST-WEST LINES

The domestic and alliance aspects of East-West relations tend to be neglected amid the glamour and the expectations associated with superpower summity.

Similar pressures constrain the Soviet leader, but they manifest themselves very differently. How differently was illustrated by Mr Gorbachov's address to the Polish Party Congress in Warsaw yesterday.

deliberately publicized correspondence with the other superpower are one thing. The same statements made by the leader of the Soviet Union and the leader of the Warsaw Pact before a weaker satellite are quite another.

FLYING HIGH IN EUROPE

Today Britain takes over the presidency of the European Community for the third time in 13 years, more determined than ever before to make its own voice heard.

vour of their rhetoric in espousing the cause of European union, privately share many of Britain's reservations and are content to let Whitehall put the brake on...

turn to the issue later. Where vested interests are concerned, the Franco-German axis on which Market affairs have for so long spun, would seem to be as firmly in place as ever.

Drink-drive case raises a doubt

From Dr P. V. Taberner Sir, Your report today (June 27) of the driver found guilty of drunken driving as a result of the estimation of his blood alcohol level gives me great cause for concern.

Monumental choice

From Mr D. C. Stevenson Sir, Mr Clive Farrah (June 26) writes that he is "appalled by the lack of choice and tastelessness" in the memorials that high street monumental masons provide.

Ordination of women

From the Reverend Dr D. M. de S. Cameron Sir, Your contention (leading article, June 20) that the established and comprehensive character of the Church of England requires the ordination of women raises acutely the question of the identity of the Christian faith in a post-Christian society.

Collecting VAT

From Mr Richard Platten Sir, Your article (June 14) about the new regulations for the collection of value-added tax made the proposed rules sound much gentler than they are.

Positive errors in mother tongue

From Mr J. L. M. Trim Sir, Your leader (June 20), responding to the new initiative of the Department of Education and Science to promote more effective and appropriate language-teaching in our schools, concludes that "it is an exaggeration to argue that linguistic ignorance is a disaster for the national economy".

Cheats who prosper

From his Honour Judge Lipfriend Sir, I have in mind Argentina's first goal against England "scored" by Maradona, the president of FIFA substantiates this system by saying that the smaller countries must be considered.

Open to view

From Mr George Ball Sir, Crossing a bridge in a continental capital recently I was approached by a seafaring man who asked if I would like to take a sightseeing trip in a pleasure boat on the river.

Slow in coming

From the Managing Director of the Fort George Hotel, Belize City Sir, The small quantity of catering equipment which I ordered whilst in London before Christmas has yet to reach these shores.

talking, but have seen the others say very little and go away unconverted, to the bewilderment of the English, who have felt themselves to be so eloquent, so intelligent, so convincing.

On this day

INDEPENDENCE] From Our Correspondent LEOPOLDVILLE, June 30 Independence day in the Congo was marked today by a surprising speech by Mr. Lumumba, the new Prime Minister, criticizing Belgium's colonial record in the country.

ON THIS DAY JULY 1 1980 Independence flourished on June 30, 1960 when three countries acquired republican status: Congo (now Zaïre), Ghana, which in 1957 had changed its name from Gold Coast on becoming a dominion of the UK, and Somalia, which Italy had held since 1950 as a trusteeship authority.

LEGAL APPOINTMENTS

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Please reply, with a curriculum vitae, to:

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Assistant Solicitor entertainment : c£20,000

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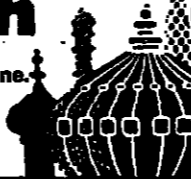
Application form and further details may be obtained from the Borough Secretary, Town Hall, Brighton, BN1 1JA. If you would like to discuss the post please get in touch with his Deputy, Mr. R. A. Divine, on Brighton (0273) 29801 Ext. 414.

Closing date: 18th July 1986

Borough of

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Closing Date: 31st July, 1986.

Application forms and further details from:

The Secretary, Civil Service Commission,
1 Lower Grand Canal Street, Dublin 2.

THE ARTS

Television
Walking target

Now that the clamour of drama and horse and motor shows has faded on the ether, it is time to ask some awkward questions about the 1986 World Cup...

Last night's World in Action (Granada) tipped a bucket of cold water over the perfunctory hyperbole of this staggeringly lucrative media event...

But the prime enigma was the figure of Jono Havelange, for 12 years president of FIFA...

The next impasse was Fay Weldon's ludicrous script, which showed every appearance of having been constructed from a kit and was surely not meant to be funny at all...

Martin Cropper

Galleries: John Russell Taylor finds British distinction at the Venice Biennale
Slipping so easily into the surreal

Allegedly, and no doubt understandably, there is a bitter rivalry in Venice between the old Biennale organization, now mounting its forty-second art jamboree, and the newly set-up exhibition centre at the Palazzo Grassi...

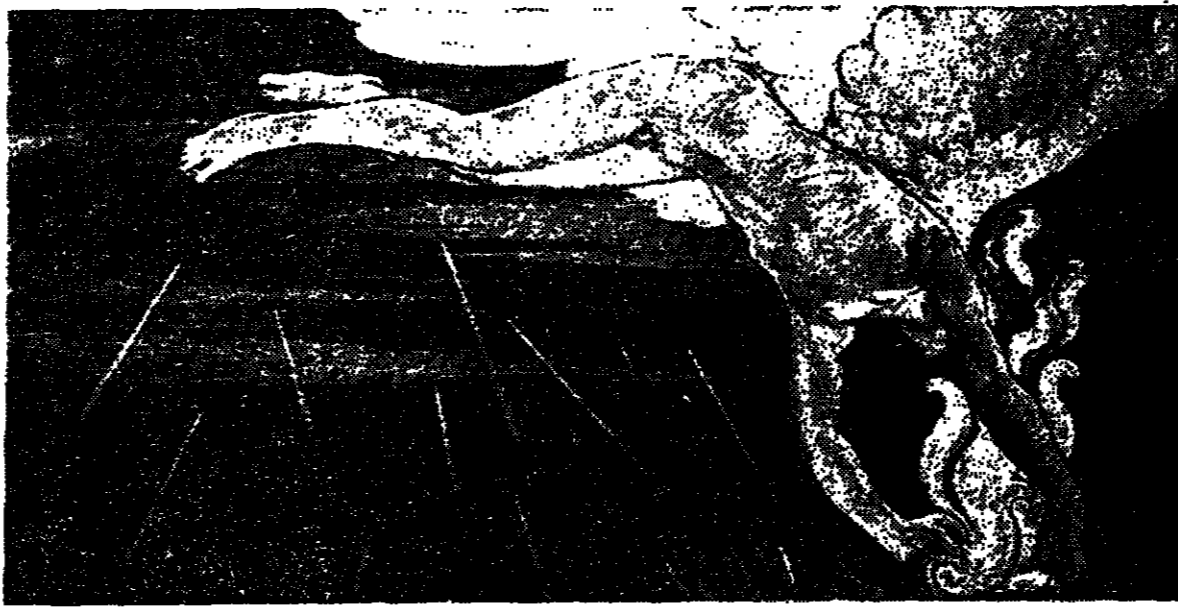
The Biennale itself is the usual chaotic mixture of elements which seldom ever come together into a single statement...

Sometimes there seems to be some attempt to fit in with the theme proposed by the main show. Two years ago the idea of art based on art was widely traceable even outside the Padiglione Centrale...

Given these reservations about the catch-all nature of the theme show, it must be admitted that it is the most entertaining and sometimes revelatory for many years...

Also, the Padiglione itself is looking rather splendid as a result of some exploratory work which has revealed the survival of Galileo Chini's original Symbolist murals of 1909...

Hilary Finch



The aviator as hero, with Chini looking to the speed and modernity of the Futurists in La glorificazione dell'aviatore (1920); and (below) detail from Errò's tribute to the grotesquerie of Alan Odde in Odelscape (1982-83)



It is difficult to speak too highly of course one may take exception to its scenario, which starts with the Italian Symbolists and the Symbolist beginnings of such as Boccioni and Balla...

But, give the Italian Futurists their due, they do come out as a most impressive bunch. Most so, probably, Balla. Everything he did at least up to the early Twenties was extraordinary...

Of the rest Boccioni is good, if a little strident (hardly a fault according to the Futurist ethos of desensitization). Severini is slight but extremely decorative, and the work of those less totally dedicated to fine art, like Depero in the poster and Prampolini in theatre design, leaves nothing to be desired for style or invention...

More interesting by far is the French pavilion right opposite, done out by Danile Buren in stripes of various colours and various media, even to chipping away the plaster to the original brick in one room...

But by general consent the most distinguished overall effect in the Giardini is produced by the British pavilion, devoted entirely to Frank Auerbach. A classical hang, against a grey chosen by the artist himself...

Opera
Smart invention

Don Giovanni
Derngate,
Northampton

Pavilion Opera started up five years ago, unsubsidized, piano-accompanied, and selling about 80 tickets a night in the garden at Thorpe Tilney...

His master moved like a royal prince in a ballet, and bestowed his favours with a kiss as cold as ice. Untouchable and unconquerable, this Don Giovanni reappeared at the end of the final chorus...

What was going on at the players' side (the opera was given in a round, without a pit) was a different matter. A happy fusion of fast-moving, fast-thinking production ideas and equally shrewd casting ignited the work and confirmed that this company deserves larger audiences than its seat prices as yet generally permit.

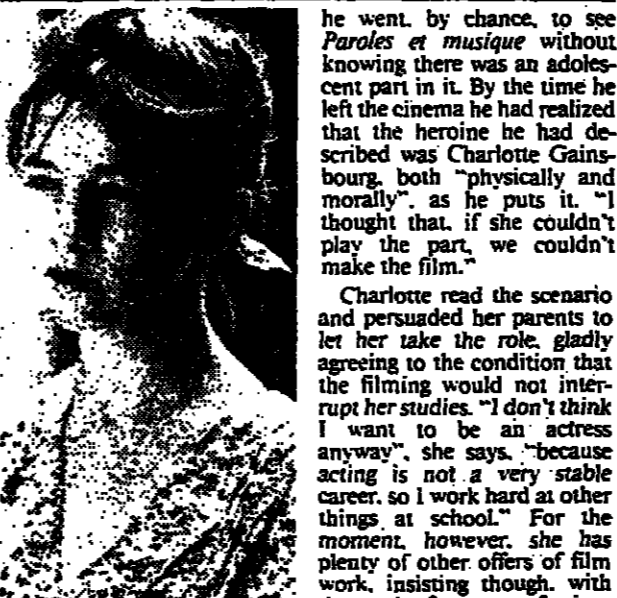
With no sets, and little more than table and chair, food and

AMSTRAD Users
The Cherry Guide to word processing on the PCW 6206/6512 gives detailed step-by-step instructions and clear explanations which save much time and puzzlement for both learners and experienced users.

"I wish I were younger than I am," observes Charlotte Gainsbourg, a disconsolately sweeping a few strands of fashionably dishevelled hair away from her wide eyes...

Growing fame, growing doubts
At the age of just 15 Charlotte Gainsbourg (right), star of An Impudent Girl, which opens in London on Friday, has been swept to an almost reluctant celebrity. Simon Banner reports

amour, sentiment and sympathetic observation. An Impudent Girl is distinguished not only by the performance of Charlotte Gainsbourg and other members of the young cast but also by the assured direction of Claude Miller. Previously an assistant to such directors as Bresson, Godard and Truffaut, Miller has now directed five films of his own...



film market, these plaudits have helped An Impudent Girl to outperform such foreign competition as Mad Max 3 and Desperately Seeking Susan, becoming one of the most profitable French films of the year...

Concerts
A good idea goes slightly awry

Allen/Parsons
Covent Garden

It makes good sense, economically and physically, for a house to offer a solo recital to a singer who is at hand, having been around on its operatic stage for a week or two...

In the Dichterliebe the voice seemed tentative and uneasy; in the Brahms the manner was laid back, almost nonchalant. The effortful yet under-projected expressive pointing of the Schumann had one wondering, indeed, whether vocal or physical unease were hampering interpretative response or vice versa.

As the evening wore on, though, it became clear that it was none of these things, quite. It was certainly not, though at times it may have seemed so, that Mr Allen had failed thoroughly to assimilate the chemistry between word and music...

When it came to the encores, he was there, at last, face to face. Geoffrey Parsons, too, who had responded with accompanying which had verged on the mannered, found new spontaneity and new freshness in "Meine Liebe ist grün" and "Geheimsinn".

Hilary Finch

Shrewd planning

RPO/Previn
Festival Hall

Ingenious. To signify the end of this year's André Previn Music Festival, Previn himself conducted the Royal Philharmonic Orchestra in Strauss's autumnal Four Last Songs on Sunday evening...

If the programme-planners thus showed a curious sense of humour, they also displayed canny business instincts by engaging Dame Kiri Te Kanawa, an inevitable puller of crowds (even from a certain football match) for the Strauss. Artistically, it was also an intelligent move...

should have been intense, particularly at the beginning of phrases. But, in spite of an urge to push the music onwards too frantically, Kanawa conveyed well the quasi-sexual luxuriance of the cycle, while at the top of its range the voice sounded gloriously rich and powerful...

Stephen Pettitt

Cooling breezes

ECO/Tate
Elizabeth Hall/
Radio 3

After hearing the English Chamber Orchestra the other day in unhappy, obviously under-rehearsed circumstances, it was refreshing to witness their other, more aristocratic side in this distinctly summery concert, part of the final weekend of the André Previn Music Festival...

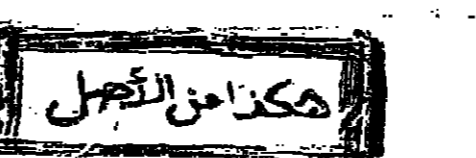
Lied, just as the orchestra, however difficult the resulting technical challenge, reaps a rich harvest from the influence of piano technique.

The ECO gave a scintillating account, marred only by the tiniest and understandable hint of scratchiness from the violins once or twice in that finale. They were also an excellent form for the equally daunting orchestral role in Ravel's G major Piano Concerto. Yet surely the solo pianist, Cécile Ousset, might have given us a little more colour in her undoubtedly refined and where it needed to be, athletic playing...

There were some delicious orchestral solos, notably from the cor anglais (James Brown) and first trumpet (Edward Hobart), and Jeffrey Tate engendered a sharp rhythmic response in the outer movements. The same disciplined exuberance had earlier been apparent in Bizet's Jeux d'enfants, here achieving exactly the right balance between whimsy and sentiment...

S.P.

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Table: Flexibility Cards



Cabinet puts off radio changes

By Philip Webster Chief Political Correspondent

Plans for a big shake-up of television and radio broadcasting have effectively been put off until after the next general election.

Mr Douglas Hurd, the Home Secretary, confirmed yesterday that the Government had abandoned the idea of an immediate experiment for a network of community radio stations.

A green paper, to be published in the autumn, will contain proposals for the future of broadcasting, including community radio, and the proposals contained in the Peacock committee's report which is to be published on Thursday.

Government sources said that the delay means any legislation on the Peacock committee's recommendations could not now realistically be expected before the next election.

The decision to put off the community radio experiment was taken last week by a Cabinet committee. Ministers were concerned there would have been no certain way of ensuring a minimum standards of objectivity and decency.



More a wake than a party: the last train of coal mined at Maerdy colliery being given star treatment by the press yesterday. (Photograph: Harry Kerr)

Thatcher line praised by Pretoria envoy

Continued from page 1

Mr Hurd said last night that he was conscious of the disappointment the statement would cause to some and of the effort which many people had put in.

Mr Worrall was unable to tell the select committee when the present state of emergency would end. It is essentially a temporary measure intended to restore stability so the South African government and people could get on with reforming.

He insisted that the country was going through a period of major transition "from the apartheid of the past to a multi-racial future."

Farewell to Rhondda coal

By Tim Jones

The men dutifully smiled for the photographers but it was not much of a party. The miners of Maerdy knew an era was over and the very reason for their existence, for their small isolated community, and the once great valley in which it nestles was finished.

Mr Ivor England, aged 50, who has worked at the pit for 28 years, said: "I am sad and bitter. My father worked at this pit and my son is here now. When I first came, there were 1,500 men but now we are down to just 350."

With unemployment at 30 per cent jobs are a tall order as the valley grew on the back of coal and it is off the beaten track for the new sunrise industries.

Letter from Mexico City Mexico sobers up to harsh realities

The Mexican capital had a hung-over feeling yesterday morning as revelers from the night's numerous street fiestas woke up to find the World Cup circus had finally left town and Mexico was on its own again, face-to-face with a foreign debt and an internal crisis that will get worse before it can get any better.

City authorities organized a series of open-air parties on Sunday night with performances by musical bands and vigilance by thousands of police, there to ensure the end-of-the-World-Cup fun did not degenerate into the rioting which marked the "celebrations" in the first week of the tournament.

The police, as it turned out, successfully contained both the violence and the fun. The mood was not so much riotous as maudlin. The once-lusty cries of "Mexico! Mexico!" grew fainter, more ironic as the night wore on.

The World Cup had provided Mexicans with a respite and a distraction from their problems but not, as had been hoped, with a boost. Prices of food, transport and medicine are expected to go up dramatically in the coming days.

Complex negotiations with foreign creditors, owed \$97 billion, will probably be resolved shortly, but in a manner likely to prolong the country's economic agony, deferring the day of proof when bankers and Government finally accept Mexico simply does not have the money, or the political leeway, to continue paying \$10 billion a year in debt interest abroad.

The World Cup may have proved beneficial for Mexican tourism but any profits there were will have been minimized by the substantial government outlay on security. At Sunday's final for example, as at the England-Argentina game last week, some 20,000 troops and police were in attendance.

John Carlin

Vertical advertisements on the right edge of the page, including 'Bond sells 39 hotels', 'Mercury rises', 'Mortgage cut', and 'More failures'.

TV top ten

- 1 EastEnders (Thu/Sat), 8.45pm
2 EastEnders (Tue/Thu), 11.10pm
3 World Cup Grandstand (Sat), 12.25pm
4 News and Weather (Sat), 21.43, 14.00m

New exhibitions

Durham University: it's teaching, research, history and student life. The Exhibition Hall, Palace Green, Durham City: Mon to Sat 11 to 4. Sun 2 to 4 (ends Aug 31).

Exhibitions in progress

Drawing on the Thirties: etchings and watercolours by Edgar Holloway and William Wilson. The Open Eye Gallery, 75 Cumberland St., Edinburgh: Mon to Fri 10 to 6. Sat 10 to 4 (ends July 17).

Music

Organ recital by Gehin Davies-Jones, Bangor Cathedral, 1.15.
Organ concert by Graham Matthews, Sheffield Cathedral, 8.

The pound

Table showing exchange rates for various currencies like Australia, Austria, Belgium, Canada, Denmark, France, Germany, Greece, Hong Kong, Ireland, Italy, Japan, Netherlands, Norway, Portugal, South Africa, Spain, Sweden, Switzerland, USA, Yugoslavia.

THE TIMES INFORMATION SERVICE

Roads

The Midlands: A5: Major roadworks at Weston under Lizard: delays between Telford and M6 (junction 12).

Anniversaries

Births: Gottfried Leibniz, metaphysician, Leipzig, 1646; George Sand, novelist, Paris, 1804.

Portfolio Gold

Times Portfolio Gold rates are as follows: The Times Portfolio is free. Purchase of the Times is not a condition of membership.

Lighting-up time

London 9.51 pm to 4.18 am
Belfast 10.03 pm to 4.25 am
Penzance 10.05 pm to 4.47 am

Yesterday

Temperature at midday yesterday: C.
C: 16, F: 61

Pollen count

The pollen count for London and the South-east issued by the Ashme Research Council at 10 am yesterday was 89 (high).

Parliament today

Commons (3.30): Conclusion of debate on defence.

Weather forecast

A slack area of high pressure will cover the British Isles, between an anticyclone over the North Sea and another over the Bay of Biscay.

London, SE England, East Angles: Mainly dry with sunny intervals: wind light and variable; max temp 25C (77F).

Channel Islands, SW England, Wales, Isle of Man: Dry with sunny intervals: wind light and variable; max temp 24C (75F).

High Tides

Table showing high tide times and heights for various locations like London, Southampton, Plymouth, etc.

Around Britain

Table showing weather forecasts for different regions of Britain, including sun, rain, and temperature.

Abroad

Small table with weather data for various international locations.

Today's events

Royal engagements

The Duke of Edinburgh, President, the National Playing Fields Association, visits the NFPA offices, 25 Ovington Sq, SW3, 3.30.

The Times Crossword Puzzle No 17,086

Grid for crossword puzzle 17,086 with numbers 1-28.

- ACROSS
1 Birds go round a corner and make a rude gesture (4,1,3).

Solution to Puzzle No 17,085
ACROSS
12 RECONSTRUCTION
21 ENLIGHTENED
22 MARRIAGE
23 MARRIAGE

Concise Crossword, page 10

Vertical advertisements on the right edge of the page.

UNLISTED SECURITIES

Table with columns for 1986 High/Low, Company, Price, Change, Gross Dividend, Yield, and P/E. Lists various unlisted companies and their financial metrics.

COMMODITIES REVIEW

Bulls are still in retreat

Bulls in the commodities markets have learned to be optimistic animals. For most of the 1980s high interest rates, bountiful crops and weak industrial demand have combined to depress prices...

Tootal pays £7.5m for Clover Leaf

Tootal, the textiles group, is acquiring the Clover Leaf Group, a homeware supplier to retail chains, for a maximum price of £7.5 million. Clover Leaf supplies more than a third of its output to Marks and Spencer...

Surveyors to vote on limited liability

Members of the Royal Institution of Chartered Surveyors will vote on July 14 on whether to allow unlimited outside investment in their firms, a move which would allow them to adopt a corporate rather than a partnership structure.

Large advertisement for Woolworths featuring the headline 'TOMORROW IS YOUR LAST DAY TO REJECT THE DIXONS OFFER.' and the Woolworths logo.

Advertisement for Mercury International Group plc detailing 'Results Preference Share Issue and Conversion Proposals Proposed Capitalisation Issue Future Dividend Policy'.

Vertical text on the right edge of the page, including 'Beating a predator can help your shares' and 'BASE LENDING RATES'.

THIS ADVERTISEMENT IS PUBLISHED BY WOOLWORTH HOLDINGS PLC ('WOOLWORTH'). THE DIRECTORS OF WOOLWORTH ARE THE PERSONS RESPONSIBLE FOR THE INFORMATION CONTAINED IN THIS ADVERTISEMENT...

WALL STREET

New York (Reuter) - Wall Street shares advanced in early trading yesterday, buoyed by talk of lower interest rates and end-of-quarter fund buying, traders said. Merger-related trading continued to provide support, with a number of active shares boosted by takeover speculation. The Dow Jones industrial average was up 2.39 points to 1,887. Advancing issues led declining issues by a three-to-

two margin on a total of 15 million shares traded. Panhandle Eastern led active issues, up 4 to 49 1/2. It has received a \$50-a-share bid from Star Partners. Safeway rose one point to 54 1/2 and Sanders Associates rose 1/2 to 51 1/2. The transportation average was up 1.50 points to 779.01, utilities were up 1.21 points to 199.91. Stocks advanced 1.74 points to 755.33.

Table with columns for stock symbols (e.g., AMR, ASA, Allied Signal) and their corresponding price changes and values.

STERLING SPOT AND FORWARD RATES. Table showing market rates for various currencies and time periods (1 month, 3 months).

MONEY MARKETS AND GOLD

Table showing Base Rates, Treasury Bills (Discount %), and Euro Money Deposits % for various currencies.

LONDON FINANCIAL FUTURES

Table listing various financial futures contracts such as Three Month Sterling, Dec 86, and Dec 87, along with their prices and changes.

Dealers were divided over prospects for the dollar, with a sharp fall expected after Friday's Japanese elections. Others see it holding up now that a weaker dollar is no longer seen as a cure-all for the US trade deficit.

FOREIGN EXCHANGES

Table showing Dollar Spot Rates for various countries including Ireland, Singapore, Malaysia, Canada, and others.

OTHER STERLING RATES

Table listing other sterling rates for various currencies like Argentine austral, Australian dollar, and others.

COMMODITIES

Table showing prices for various commodities including Copper Higher Grade, Copper Grade A, and others.

INVESTMENT TRUSTS

Table listing various investment trusts such as 1986 High/Low Company, 1986 Mid/Low Company, and others.

CANADIAN PRICES

Table showing Canadian prices for various commodities like Wheat, Soybeans, and others.

EURO MONEY DEPOSITS %

Table showing Euro money deposit rates for various currencies and terms.

FINANCIAL TRUSTS

Table listing financial trusts and their performance metrics.

FINANCIAL TRUSTS

Table listing financial trusts and their performance metrics.

THE TIMES UNIT TRUST INFORMATION SERVICE

Large table providing detailed information for various unit trusts, including names, managers, and performance data.

Portfolio Gold

From your portfolio card check your eight share price movements. Add them to give you your overall total. Check against the daily dividend figure published on this page. If it matches you have won outright or a share of the total prize money stated. If you are a winner follow the claim procedure on the back of your card. You must always have your card available when claiming.

Table with columns: No., Company, Group, Gains or Loss, Price, Change, % P/E. Lists various companies like UKO, Samite Clothing, Manders, etc.

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Weekly Dividend table with columns: MON, TUE, WED, THU, FRI, SAT, Total. Includes instructions on how to use it.

BRITISH FUNDS table with columns: No., High Low, Company, Price, Change, % P/E.

SHORTS (Under Five Years) table with columns: No., High Low, Company, Price, Change, % P/E.

FIVE TO FIFTEEN YEARS table with columns: No., High Low, Company, Price, Change, % P/E.

OVER FIFTEEN YEARS table with columns: No., High Low, Company, Price, Change, % P/E.

UNDATED table with columns: No., High Low, Company, Price, Change, % P/E.

INDEX-LINKED table with columns: No., High Low, Company, Price, Change, % P/E.

BANKS DISCOUNT HP table with columns: No., High Low, Company, Price, Change, % P/E.

STOCK EXCHANGE PRICES

Confident start to account

ACCOUNT DAYS: Dealings began yesterday. Dealings end July 11. Settlement day July 14. Forward bargains are permitted on two previous business days.

BREWERIES table with columns: No., High Low, Company, Price, Change, % P/E.

BUILDINGS AND ROADS table with columns: No., High Low, Company, Price, Change, % P/E.

FINANCE AND LAND table with columns: No., High Low, Company, Price, Change, % P/E.

FOODS table with columns: No., High Low, Company, Price, Change, % P/E.

HOTELS AND CATERERS table with columns: No., High Low, Company, Price, Change, % P/E.

CINEMAS AND TV table with columns: No., High Low, Company, Price, Change, % P/E.

DRAPEY AND STORES table with columns: No., High Low, Company, Price, Change, % P/E.

INDUSTRIALS A-D table with columns: No., High Low, Company, Price, Change, % P/E.

ELECTRICALS table with columns: No., High Low, Company, Price, Change, % P/E.

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OVERSEAS TRADERS table with columns: No., High Low, Company, Price, Change, % P/E.

PAPER, PRINTING, ADVERT'G table with columns: No., High Low, Company, Price, Change, % P/E.

PROPERTY table with columns: No., High Low, Company, Price, Change, % P/E.

MINING table with columns: No., High Low, Company, Price, Change, % P/E.

SHIPPING table with columns: No., High Low, Company, Price, Change, % P/E.

SHOES AND LEATHER table with columns: No., High Low, Company, Price, Change, % P/E.

TEXTILES table with columns: No., High Low, Company, Price, Change, % P/E.

TOBACCOS table with columns: No., High Low, Company, Price, Change, % P/E.

Ex dividend Ex all B Forecast dividend Ex interest payment passed off Price at suspension of dividend and will exclude a special payment in the merger figures in Forecast earnings or Ex other Ex rights Ex 200 or share split Tax-free No Significant data.

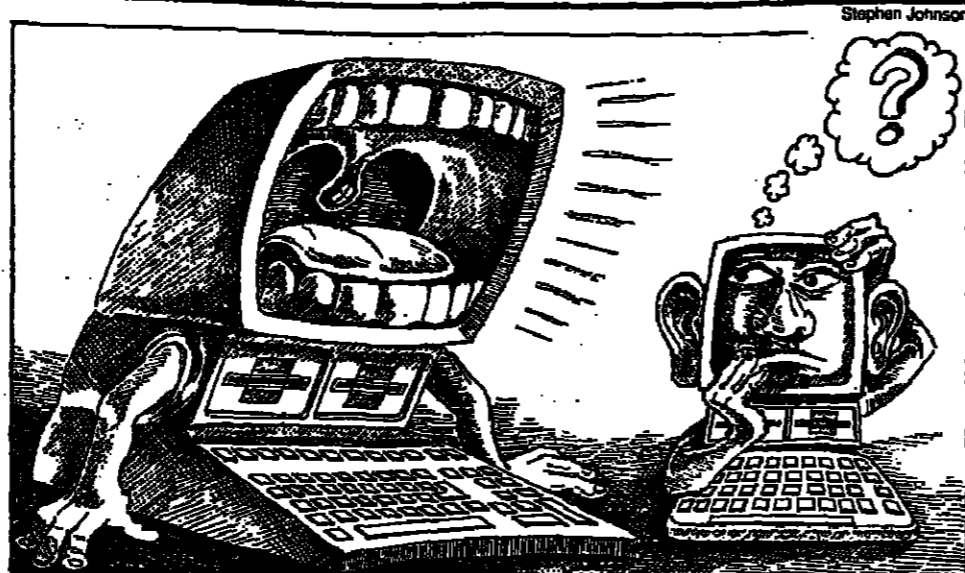
COMPUTER HORIZONS/2

OSI is getting the act together

By Martin Banks
The pressure is now on to get Open Systems Interconnection (OSI) standards built into as many computer products as possible.

OSI is a sweeping range of standards that govern the way in which computers communicate with each other. They range from the small - the actual signal levels and types - to the large - the way in which computer programs are written.

It is a situation that many customers are seeking, especially large corporations or organizations that have built up data processing operations based on a range of different computer systems.



Stephen Johnson

current state of play, representatives of ICL, Digital Equipment, Hewlett-Packard and Honeywell all appeared to say the same thing - OSI is alive, kicking and growing in the right direction.

They all agreed that the first real OSI-oriented products should start appearing next year. These are likely to allow electronic mail and file transfers between computers of different types. But they also agreed that the majority of products and applications will not be commonplace until the middle of the next decade.

It is the difference between the systems, as represented by the companies at the seminar, that highlight the problems of communication. Different users need to communicate with

each other but have already made their investment in systems, and not all will have bought the same thing. They face the problem of communicating across these differences while protecting the investments already made.

By the same token, many of the manufacturers see OSI as an advantage to them. It will eventually allow communications across environments, so users will no longer be restricted to make a choice of one supplier for all their computer systems requirements.

By giving the users a freer choice the manufacturers contend they will have a much bigger marketplace to aim at. Equally, some will lose customers previously tied to their brand.

Removing proprietary barriers to communications between systems means that there will soon be just two standards from which users will choose. OSI and IBM's own effective standard, established by its dominance in the market, Systems Network Architecture (SNA).

Even IBM is now having to acknowledge the potential of OSI by starting to support it as a communications environment for IBM computers.

There is, however, much real work still to be done to get OSI beyond the paper specification stage and meet the pressure from customers. Common applications structures must be developed and connections between OSI and SNA.

A way forward for survival

Manufacturers on both sides of the Atlantic were the focus of attention last week as computer and automation experts tried to draw their attention to technologies that are fundamental to their industries' survival.

The Western manufacturers have been making strides towards top grade automation on a par with the Pacific Basin but ignorance and a fear of long-term investment is at the heart of their inhibitions.

In Britain last week the spotlight was turned on the UK factories in a comprehensive study by the Policy Studies Institute. The UK manufacturers have made substantial progress in incorporating microchips into their products and production processes.

The bad news was dual-edged. First, more than 80,000 jobs have been jettisoned by these manufacturing groups in the last two years - three times as many as in the previous two-year period.

The PSI report was emphatic about the way forward. Its conclusions underwrote the cries which have been made in recent years by the TUC, NEDO, the House of Lords and many experts who have studied the shortage of key skills in the

UK. PSI recommended: "The constructive way forward: stepping up training and retraining so as to end damaging skill shortages and at the same time help ensure that losses in old jobs are offset by gains in new ones."

The study predictably highlighted that the British-owned companies had the worse track record and clearly showed that UK management is at fault. The PSI survey concluded: "The overseas-owned factories in Britain are using microelectronics more than British-owned ones. Complex, advanced kinds of applications are still rare... the most widespread obstacle, regarded as a very important

practical sample ever staged - is not a blueprint for an automated factory. It shows what can be done if management is committed to using computers and automation on the shop floor but above all if they are properly informed."

Jim Burns, head of Arthur Andersen's manufacturing consulting and integration team which set up the project, says much blame can be attributed to management. That would apply to both sides of the Atlantic. He says: "To compete in an international marketplace the manufacturing industry needs to take the significant strides made in computer technology and apply them to production."

A short distance from Chicago Arthur Andersen is addressing the other question - how to keep training a workforce when demands are changing those of the technology and the marketplace. The automated factory highlights the demand for those skills. They are principally Computer Aided Design (CAD), Computer Aided Manufacturing (CAM), computer technology, robotics, automated material handling and control software.

The Arthur Andersen answer to the training question is the same as those who have studied skills shortages in the UK - more investment. The workforce in question is Arthur Andersen's. In small town St Charles, built on the site of what was once a Dominican Liberal Arts College, a \$85 million investment by the end of the decade will create a college capable of 60,000 days of training a year.

Today, artificial intelligence (AI) courses are attracting the major interest. It is no coincidence that AI will be the primary tool in the automated factory of tomorrow.

THE WEEK

Bill Johnstone

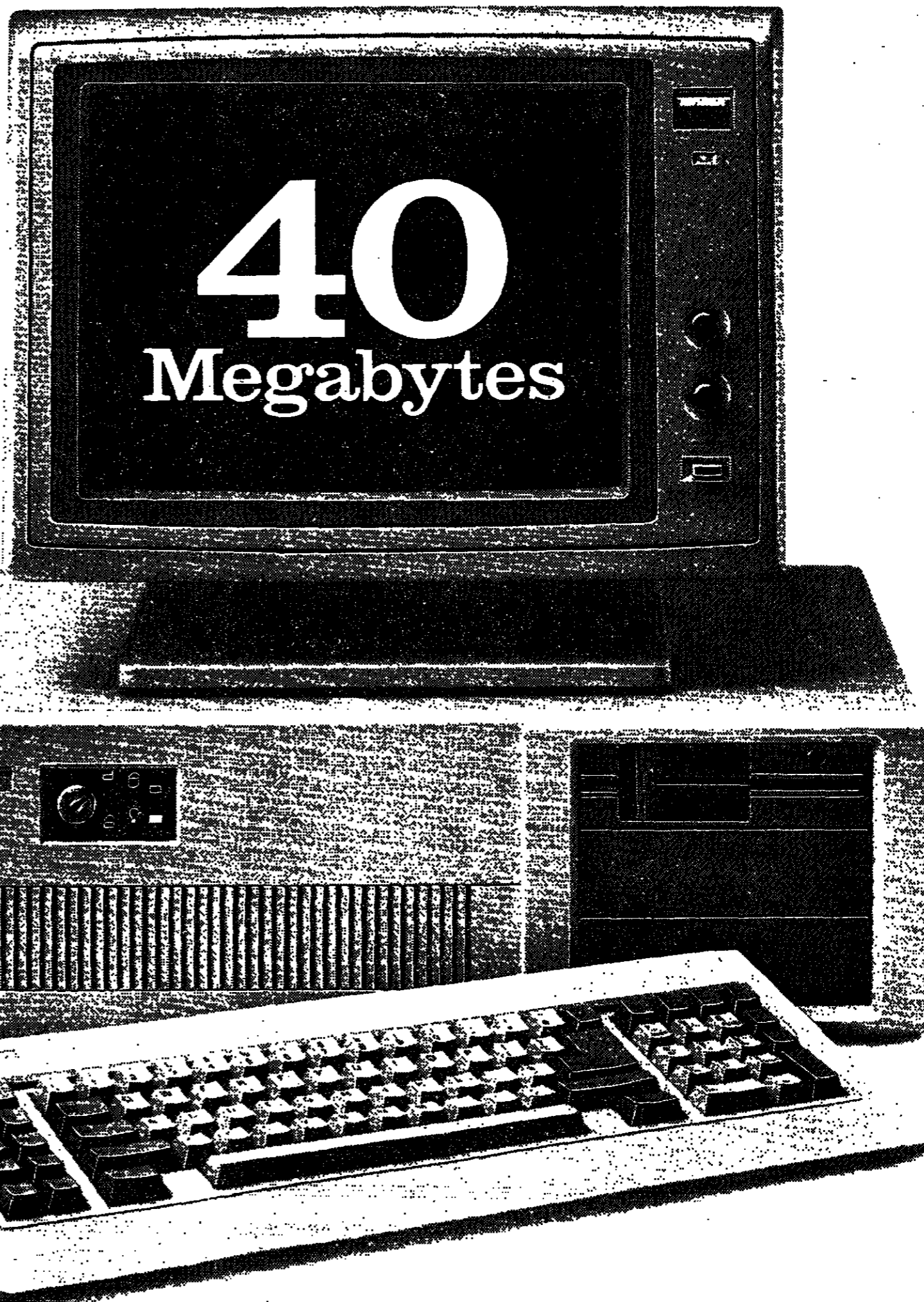
Technology Correspondent

difficulty by nearly half the user factories, is lack of specialist technical expertise."

In Chicago last week the management consultants Arthur Andersen tried to answer both questions - scarce technology and the personnel to harness it. While the British pillory themselves for their reluctance to embrace technology many US companies have been suffering from the same problem. Arthur Andersen brought together 13 automation companies to build a \$11 million mini factory to show to a reticent US manufacturing industry what can be achieved by using off-the-shelf products with good computer systems expertise.

The Chicago example of what is termed Computer Integrated Manufacturing (CIM) - deemed to be the most

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A SPECIAL REPORT ON
WEST GERMANY

The people's president



High hopes! The President was presented with a ball signed by the national soccer team on his 65th birthday...last year

President Richard von Weizsäcker, who begins a state visit to Britain this week, is surely what heads of state should be in the eyes of their people, but what — given the random way in which states get their heads — they so often are not. He is an idealized version of how his country's citizens see their own, or their countrymen's, best qualities.

President von Weizsäcker is elegant, urbane, devout and scholarly, as well as stern, but just. His humour is understated. His bearing has a touch of melancholy and even tragedy — only proper in the representative of a people with such a past. He is popular with the young, without pandering to them, as is the case with so many of the elderly who achieve such popularity.

His hair is white, his features noble. Of course, most West Germans know that they are not at all like that themselves, any more than any other people are really like their national ideal. West Germany's menfolk, and its women, much more resemble the altogether less spiritual

Herr Helmut Kohl: amiable, often rather large, well-meaning, worried about non-conformity in their midst, impatient with too much brooding on the German past. While heads of government come and go, heads of state are supposed to embody certain eternal qualities about a country. In a state which was founded only in 1949, this is not easy.

What are the eternal qualities of the German Federal Republic? In the eyes of the rest of the world, they probably include eternal prosperity, political stability, a deference in politics, forced on West Germans by the past, to the opinions of other countries, and a vast number of boisterous, although non-violent, tourists thronging the Mediterranean throughout the summer.

The West Germans see themselves in this way too. But it is not the whole story. They also see themselves as a tragically divided nation, or think that they should. Most accept that they are divided by the crimes of former leaders



Richard von Weizsäcker, an outstanding President of the Federal Republic, begins a three-day state visit to Britain today

and led, and that they have little hope of being united again in the lifetime of most Germans now living. But that does not lessen the tragedy. In a way, it deepens it.

Naturally, the West Germans do not spend much time brooding about this subject. It is probably unlikely that they would endanger their standard of living to bring about reunification, even if they had the chance. But Herr von Weizsäcker broods about it for them.

Of the Federal Republic's presidents so far, he is the one most identified with the idea that all Germans constitute a German nation. When he was governing Mayor of West Berlin in the early 1980s, he broke with protocol by visiting in East Berlin the East

German leader, Herr Erich Honecker. This annoyed the British, Americans and French, who thought it would complicate the city's legal position.

The idea of a single German nation understandably worries the rest of us, as well as providing the Soviet Union with a useful spectre with which to frighten the rest of Eastern Europe and its own population. But in the hands of Herr von Weizsäcker, the idea is used delicately.

"The German question remains open," his antithesis, Herr Kohl, genially observes every now and then, and no one knows what he means. It is assumed that he is just shoring up that portion of the Christian Democrat (CDU) vote which might desert the

party because the CDU has continued in government the *Ostpolitik* which it opposed when it was introduced by the Social Democrats (SPD).

The CDU's defence is that *Ostpolitik* is safe when conducted by a party firmly rooted in Nato, but the real reason is that *Ostpolitik* — because it has led to more family visits by people living in the East — has pleased more voters than it has upset.

Herr von Weizsäcker softens the harsh sound of "German unity" by making it primarily mean, for the foreseeable future, cultural rather than political unity. The German nation is a cultural body which, for the indefinite future, has been divided into two states. There is nothing here to justify either the Soviet charge that talk of German unity amounts to "revanchism" or the more unofficially expressed Anglo-American charge that it amounts to "neutrality".

In Herr von Weizsäcker's pronouncements on unity, gathered into his book, *Die Deutsche Geschichte geht weiter* (Germany: History goes Further), political unity emerges as an ideal, to await the gradual decline of tension in Europe. None the less, the reader is left with a feeling that it is best if only a von Weizsäcker — rather than the conventional West German politician of CDU or SPD — discusses the fraught subject.

One of the reasons Herr von Weizsäcker gives for his association with the unity theme is his roots in more than one region. He has been mayor of West Berlin, but comes from Baden-Württemberg in the south.

Whatever fame he had achieved in his country, he did not impinge on the world's consciousness until May 8, 1985, when he was 65 and had been president a year. On that date, he delivered a speech to the Bundestag (Federal Parliament in Bonn) on the 40th anniversary of the end of the Second World War in Europe. The world, if it was expecting anything of the occasion, probably expected platitudes — the Nazi period having been 40 years ago, most Germans being either unborn or too young to remember it, and West Germany now being a pillar of Nato.

Instead, as well as being an orthodox statement of faith in the new Germany, the speech was a restatement of German guilt for the Nazi period and a call to repentance.

Especially unsparring of his countrymen was a passage in which their president made it clear that they had known of the Jews' fate. He asked who could have remained unsuspecting. Those who had their eyes and ears open, he said, those who wanted to inform themselves, could not have failed to see that the deportation trains were rolling.

The Israeli ambassador to Bonn said the speech was a "moment of glory". A government information agency printed 250,000 copies for

distribution in schools. A Hamburg company issued it in the form of a disc and a cassette, simply entitled *Die Rede*. Herr von Weizsäcker's oration had come only a few weeks after the macabre buffooneries attendant upon President Reagan's wreath-laying at the German Second World War cemetery at Bitburg.

Herr Kohl had been hurt that so staunch a democracy and Nato member as West Germany had been left out of the D-day celebrations in Normandy that year, as if today's Federal Republic were a continuation of the old Germany. Partly in recompense, President Mitterrand had staged a ceremony of Franco-German reconciliation, standing hand in hand with Herr Kohl at Verdun.

Herr Kohl wanted a similar ceremony with President Reagan — if not a hand-holding, then at least a wreath-laying. President Reagan was prepared to lay the wreath, and a cemetery was selected. It was a case of one jovial, easy-going politician obliging another.

A West German liberal newspaper referred, tellingly,

Reagan gaffe that pleased the nation

to too much "reconciliation chic". There was no telling what atrocities had been committed by those soldiers lying in Bitburg. American reporters, among others, offered many suggestions, and some evidence. Upstairs in the United States, Herr Kohl had embarrassed President Reagan.

Then President Reagan embarrassed himself. A foolish speech-writer put into his mouth the notion that the soldiers in Bitburg were as much the victims of Nazism as anyone else. This denial of the individual's responsibility for his own actions was especially odd in a politician who was supposed to be a conservative, and suggested an imperfect grasp of his own philosophy.

But Herr Kohl, and most West Germans, were well satisfied. It was by blurring the distinction between victim and perpetrator that the "typical" West German had long come to terms with Nazism: everyone was a victim.

Then came their president's speech to remind them what, in their hearts, they surely knew all along. There is some evidence that Herr Kohl, and his circle, were annoyed by the speech. Bitburg, and President Reagan's talk of victims, had been a triumph for them. Now these tortured reflections by the head of state were complicating the problem once more.

However, a year later, most Germans would prefer to identify themselves with the speech.

Frank Johnson

A private in an élite regiment

Freiherr (Baron) von Weizsäcker was born in a family castle in Stuttgart on April 15, 1920, into a line of diplomats, politicians, theologians, jurists and scientists.

His older brother, Carl Friedrich, now 74, is a theoretical physicist and is identified with the Social Democrats (SPD). Their father was a diplomat.

Within a year of his birth, Richard was off on the wandering life of the diplomat's child: Switzerland, Denmark, Norway, sometimes Berlin. Later, Richard had terms at Oxford, where he developed his English, and at Grenoble, where he did the same for his French.

Eventually, his father served at the German embassy in London under the ambassador, von Ribbentrop, and in 1938 became the equivalent of permanent secretary of the Foreign Office in Berlin.

Richard was 18 when the Second World War began. He was called up as a private in the Potsdam Light Infantry. This is customarily described as an "élite" regiment, containing the sons of many aristocratic and distinguished families. Many of its members took part in the July 1944 plot against Hitler, after which the regiment was effectively disbanded.

Richard's brother, Heinrich, was in the same battalion. The two brothers went into the same action together. In Richard's sight, Heinrich climbed an embankment, received a bullet through the throat, and died. It was still the first day of the war. Richard stayed with the

Herr von Weizsäcker served in the east throughout the war. After the German invasion of Russia, he became a company commander, and then regimental adjutant. Although the excuse is available to him that he was always a front-line soldier, he does not deny that he and his friends knew that atrocities and deportations were taking place behind the lines. At first they did not know the extent.

Eventually, that was discovered during leave in Berlin by one of his circle, Herr Axel von dem Busche, the officer who carried out one of the earliest attempts on Hitler's life.

Herr von Weizsäcker was wounded three times, the last time in April 1945, as the war was ending. He was evacuated to a hospital in southern Germany. On discharge, he put on civilian clothes and gave himself up to the French, who, because he was not in uniform, did not intern him.

When some sort of order had reasserted itself after the German collapse, he studied law and history at Göttingen. Then his father, Ernst, was arraigned at Nuremberg in the "Wilhelmstrasse trial", the proceedings against German diplomats for allegedly helping to bring about the war.

Richard, although not yet qualified as a lawyer, helped to prepare the defence. He does not depict his father as having been a determined opponent of Hitler or of the war. He has made the painful admission that his father was honest, but not strong. But he did not



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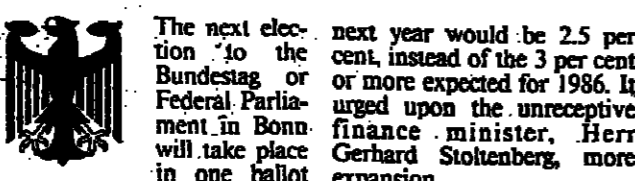
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Prosperity is no longer enough



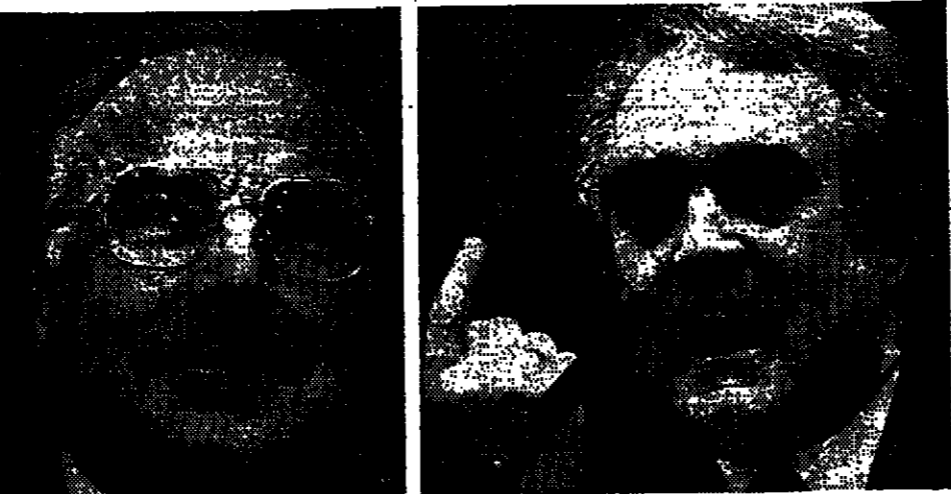
The next election to the Bundestag or Federal Parliament in Bonn will take place in one ballot on Sunday, January 25, 1987. The government trying to be re-elected is a coalition — the majority of whose members owe allegiance to what must be one of the most successful, but most unsteady, causes of the post-war world — Christian Democracy.

No governments anywhere since the war have been more successful than the West German governments led by, or containing, the CDU since the Federal Republic was set up in 1949 — if successful government means government presiding over prosperity.

A recent opinion poll showed that a majority believed the government was responsible for the prosperity, but still intended to vote for the opposition Social Democrats (SPD). A commentary on the poll speculated that this was because voters now believe they do not live by bread alone. They were more concerned about such things as the environment.

This was not entirely borne out by the result of the recent Land election in Lower Saxony — the last good test of real voters before the general election. The CDU lost its overall majority in the state, and was forced into a coalition with the liberal Free Democrats (FDP). But the Green's vote remained unchanged at seven per cent, even after Chernobyl had led to weeks of apparent West German torment about whether the country's own nuclear power industry was safe.

If the present federal government loses in January, it will be a rare case of "prosperity" not being enough to get a government re-elected. For a decade, various authorities have been saying that the West German economic miracle was ending or had ended. Thus the most "Keynesian" of the country's famous five economic institutes, the German Institute for Economic Research (DIW), solemnly warned last week that West German growth



Politicians and conflict: Christian Democrat Kohl, left, Social Democrat Rau, and, below, peace campaigners and Greens blocking a U.S. army base near Nuremberg



Herr Schmidt. The Kohl government was confirmed in office at a general election in 1983.

Herr Kohl will be opposed in January by another provincial politician. Herr Johannes Rau, aged 55, the Prime Minister of the largest Land, North Rhine-Westphalia, and the son of a Protestant preacher. Only a few points tend to separate them in the opinion polls — sometimes Herr Rau is ahead, sometimes Herr Kohl. More ominously for Herr Rau, in the party rating, the CDU is usually the vital two

or three points ahead of the SPD. The men's contest is between two forms of German provinciality, Herr Kohl's is that of the *gemütlich* small towns among the woods and hills of the southern Rhineland. Herr Rau's is of the industrial towns of the Ruhr, such as his native Wuppertal. He brings to nearly all problems the same *bonhomie*, and the Social Democrat belief in benign government.

Herr Rau's party rumbles with future dissensions about how much it should continue to be part of the orthodox pro-Nato consensus. Herr Rau is an orthodox-Nato man. Win or lose in January, the SPD will be troubled by those who are not. He has one great issue: unemployment, now 8.5 per cent or 2,121,000. He thinks unemployment was why he was re-elected in North Rhine-Westphalia last year when the rate in the Land was over ten per cent and the federal government was blamed for it. Against this, Herr Kohl will pit his inflation figure of better than zero.

Coded buzzwords and a longing for harmony

With its veneer of blandness and "coded buzzwords," the West German debate on foreign policy often threatens to become impenetrable to outsiders. Yet opinion is deeply divided about the Federal Republic's place in the world; and the acronyms which inevitably accompanies the constant intrusion of "the past" (itself a code word for the Nazi era) into electoral and parliamentary politics is especially disturbing to a nation with an almost neurotic longing for harmony.

On visits to the developing countries, for instance, President Richard von Weizsäcker allows himself strong language in opposition to "technocratic development aid" designed to introduce a cosmopolitan civilization, thereby aligning himself with left-wing critics of so-called technocratic thinking such as Erhard Eppler, and apparently he has not much against revolution in countries with great disparities in wealth.

When the Third World country in question was Libya, however, Herr von Weizsäcker chose to diverge from Bonn's line in the opposite direction, if only slightly. While Herr Hans-Dietrich Genscher, the foreign minister, dissociated himself from the American reprisals without condemning them, and Chancellor Helmut Kohl showed "understanding", but no more, for the action, Herr von Weizsäcker was much less mealy-mouthed when he visited the victims of the discotheque bomb in West Berlin.

President Reagan's action was, he said, not only unavoidable, but right; the West Germans had the United States to thank for their freedom.

Although Herr von Weizsäcker often irritates German conservatives by insisting, for example, on a distinction between the victims of the Nazis and those who died in air raids of battle, there is a close connection between his strong condemnations of anti-Semitism and of anti-Americanism.

The latter may be no better than the former for Peter Glotz, a leading Social Democrat politician and publicist, but he and those who think

like him often seem to be defining their "second Ostpolitik" or "alternative foreign policy" in opposition to the United States.

More important, perhaps, than such ideological "decoupling" tendencies is the pragmatism which Helmut Schmidt was unable to sustain in office, but which the freedom of opposition has let him advocate all the more effectively in the pages of the weekly *Die Zeit*.

The difference between Herr Genscher and his supporters in the ruling coalition, and the constituency represented by *Die Zeit*, is less a matter of concrete policies than one of tone. It does not strike the journal's veteran editor, Marion Dönhoff, as condescending to say that "the Europeans do not understand that the Americans basically are not interested in foreign policy and have no feeling for it".

The crucial concept is that of realism. Herr Schmidt reacted to the Libyan crisis in a matter which many Germans of all parties found persuasive: "Colonel Gaddafi is a mis-

hance the always finely-balanced electoral position, to a degree unparalleled elsewhere in Western Europe.

However, the refusal of the electorate of Lower Saxony to punish the Christian Democrats (CDU) for the Chernobyl disaster by a mass exodus to the neutralist Greens on June 15 may demonstrate that this influence, despite the good personal press of both Herr Honecker and Mikhail Gorbachov in West Germany, is waning.

Chernobyl led to West German claims for compensation, which provoked sabre-rattling by Mr Gorbachov; but the Soviet Union has since moderated its tone, and *Isvestia* even printed Ambassador Jörg Kasil's reply, an unprecedented concession.

The signing in May of the cultural agreement with the German Democratic Republic, about which negotiations had begun in 1973, will not have satisfied those in the SPD, for example, who have recently proposed dropping the clause in the constitution which asserts the freedom and unity of all Germany.

The SPD's shadow Chancellor, Johannes Rau, has rejected such ideas and protested his loyalty to the Alliance. His predecessor, Hans-Joachim Vogel, has gone on the offensive, with next January's election in mind, against the CDU's anti-Communist *Stahlhelm* group, blaming them for Herr Honecker's failure to visit Bonn hitherto.

But the latter has far more to do with Soviet fears of "revanchism", given a new pretext at Whitsun with the appearance of Chancellor Kohl and Franz Josef Strauss at rallies of Sudeten Germans and Silesian Saxons. Such gestures pale into insignificance, of course, by comparison with the mushrooming economic interdependence of the Federal Republic and the Soviet bloc. It is this which makes it just conceivable that a Social Democratic-Green coalition might spurn the capitalist West, as Germany did briefly in 1922 at Rapallo — a vital code word on the left. Rudolf Bahro, the Green guru, considers Rapallo "a perspective for the whole of Europe".

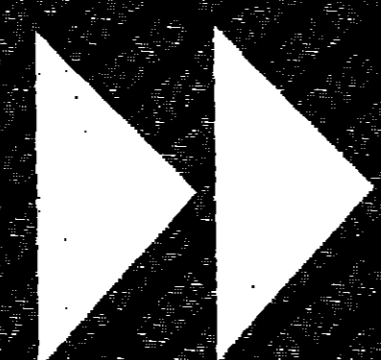
Daniel Johnson

President who was once a private

Continued from previous page believe that he was a criminal. In that view he was supported by Churchill who thought the indictment an error. Erast had maintained discreet contacts with anti-apartheid circles when in London in the 1930s. In 1949 he was sentenced to five years' imprisonment. After 18 months he was released in a general amnesty, wrote a slim, self-justificatory memoir, which probably exaggerated his resistance activity, and died shortly afterwards.

Richard went into corporate business, holding such posts as head of the economic department of the Mannesmann steel concern. He became a figure in the Protestant churches, serving as head of their congress for a while. He married his wife, Marianne, in 1953. They have three sons and a daughter. He did not enter politics until he was in his late forties. He was elected to the Bundestag in 1969 as a Christian Democrat. Within five years, he was CDU candidate for the presidency, but was defeated by the Free Democrat (FDP) Herr Walter Scheel, the candidate of the ruling SPD-FDP coalition government. In 1981 the CDU thought he would make an ideal candidate for governing mayor of West Berlin, a city previously ruled by the SPD. They were right. His prestige in West Germany became immense, even though he was

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- 1979 — First Bosch computerised engine management system (Motronic).
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WEST GERMANY/3

The nation waits for a second miracle

In the market for records



Do miracles happen? And if so, twice? The post-war performance of the German economy is always referred to as the Wirtschaftswunder (economic miracle). Between 1950 and 1973 gross national product increased at an average annual rate of more than 6 per cent.

However, there was also a long way to catch up as a result of the dismal experience of the inter-war years. Advanced American technology was easily imported and could, given the favourable conditions in Germany, have a revolutionary effect. This combination produced high rates of growth and investment and a considerable general prosperity.

The slowing down of growth in the 1960s and the occurrence of business cycle depressions were more or less inevitable once these uniquely favourable circumstances stopped operating. While the SPD Economics Minister of the late 1960s, Karl Schiller, remained a faithful and even passionate advocate of soziale Marktwirtschaft, within the social market economy the balance began to swing.

One consequence of the high post-war growth rates was that expectations about what economic growth might provide were raised. Already in 1957 pensions were moved higher in order to reflect the high growth rate. By 1971, in 1957 pensions were moved higher in order to reflect the high growth rate.

The extent of the new claims on the German economy is shown by the rising share of social expenditure in gnp. This rose from 20.7 per cent in 1960 to 25.5 per cent in 1970 and to 31.9 per cent in 1975. By the mid-1970s there was a clear problem: wage costs rose steeply from the late 1960s relative to productivity, and the cheap wage economy had become a thing of the past.

Unemployment rose to more than a million in 1975, and remained at that level for the rest of the decade. In a response conditioned by Keynesian assumptions, public sector deficits moved out of control (to 6.6 per cent of gnp in 1975). It is true that some of the difficulties were consequences of the oil price shocks - but these shocks also helped to demonstrate how inflexible the German economy had become.

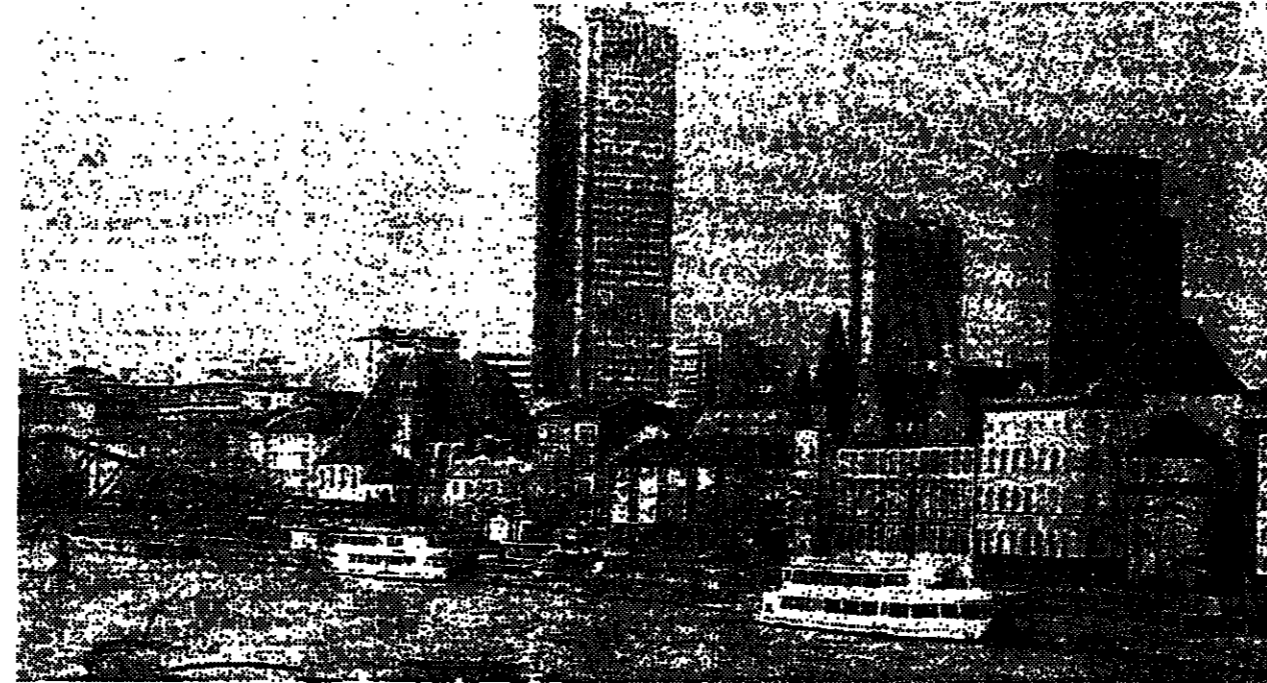


Table with 2 columns: Year, GNP 1980 market prices (DM billion). Rows: 1980 (1485.2), 1981 (1485.3), 1982 (1471.0), 1983 (1493.5), 1984 (1538.9), 1985 (1576.0).

Above: The skyscrapers of the financial district of Frankfurt, looking down on the River Main. Right: A car industry which offers considerable vocational training



growth of 3.5 per cent. The energy price fall has brought price stability - price indices have even shown a drop - and the domestically produced inflation rate runs at below 2 per cent. Many new jobs are being created in the service sector.

There are still problems. The high unemployment level, partly a consequence of the effect of demographic trends on the labour market, is a political liability for the election year 1987. Chernobyl has cast gloom over German nuclear power as reactor safety is put under more intensive scrutiny.

In the longer run, there are other reasons for less than total optimism. In the transition to the electronic economy, Germany has caught the boat at last. Catching the boat at the last moment was always a German habit. The strong periods of growth before the First World War and after the Second are best described as catch-up periods.

Reduced oil prices should further stimulate domestic growth, and this year the major economic research institutes are predicting real

Since 1982 the German financial system has been breaking records. One of the most surprising success stories has been on the historically rather sleepy Bourse. In April this year the volume of shares traded in Frankfurt exceeded that for the whole of 1982.

The other side of this liberalization programme is intended to allow German institutions to operate between international and domestic markets with greater facility. From May 1 this year bank minimum reserve requirements have been cut to reduce the disadvantages banks faced in domestic lending.

For the long-term, prospects are good

has left price-earnings ratios more or less constant despite the enormous rise in share prices. It is the solidity of the German economic recovery since 1982 that underlay the excitement of the bull market. The long-term prospects are still good.

Foreign excitement half pleases and half worries the Germans, who dislike being the centre of so much attention. Karl Otto Pohl, President of the Bundesbank, worried about the extent of capital inflows and the increased volatility this implies.

DM bonds have been playing a larger role on the revitalized international capital market and the Bundesbank has already al-

lowed zero-coupon bonds and floating rate notes. The German market is still far from being liberal: security transfer tax drives most secondary market operations outside Germany. There is also the difficulty that business is divided among eight regional stock exchanges, though there is clear domination by Frankfurt and efforts are being made to co-ordinate transactions.

Mergers, sell-offs and new issues are the vogue. Companies that have used the Bourse bull market to launch their shares include such well known names as Nixdorf (computers), Wella (cosmetics), Boss (clothing), Henkel (chemicals), Kugelfischer (engineering), the Springer group (printing and newspapers), and Trinkhaus (banking). In 1985 DM 11 billion worth of new capital was supplied to German enterprises.

The most spectacular of these transactions was the selling-off by Deutsche Bank in February this year of the diversified industrial Flick conglomerate. Flick includes substantial paper and chemical holdings as well as stakes in insurance and in Daimler-Benz.

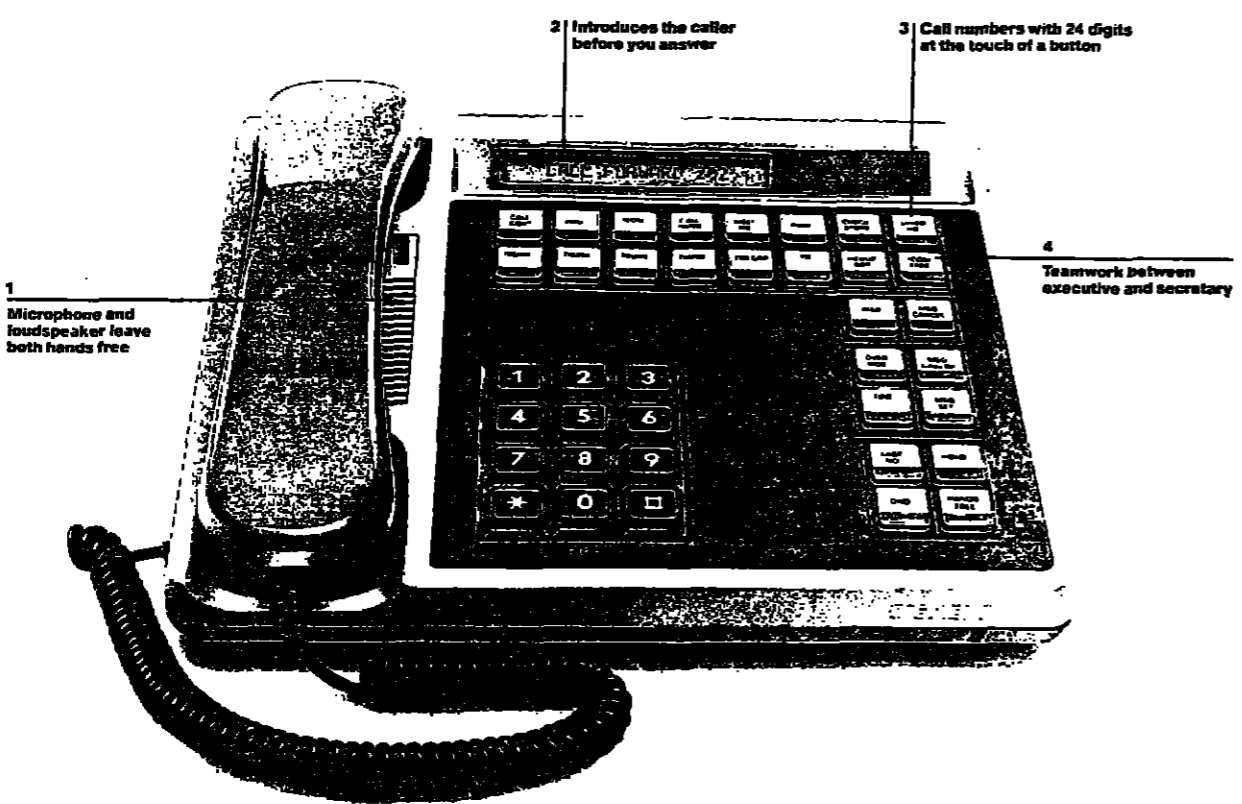
It is an indication of how

Banks are now the powerful force

German business prospects have been reassessed that the Flick interests, sold only at the beginning of the year by Karl Friedrich Flick, son of the company's founder, to the Deutsche Bank at what was termed a "quasi-fixed" price of DM 5 billion, should be sold off for at least DM 7.6 billion a few months later.

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Engineers at full stretch and geared for action

With order books full and production capacity in some branches at full stretch, the West German mechanical engineering industry is looking forward to another good year after a boom in 1985.

Most branches expect a strong domestic market to counter any fall in exports due to a weak dollar, and the industry is confident that it has met the Japanese threat with success.

German machine-tool makers are also taking a relatively relaxed view of President Reagan's recent call on foreign manufacturers to curb their exports to the United States, although that country was their largest overseas market last year.

After the doldrums of the early 1980s, German engineers are still cautious about predicting a long-term recovery. Heavily dependent on exports, the industry benefited in 1985 from a high-priced dollar which climbed at one point, even if briefly, towards DM 3.50.

Now the dollar is hovering around DM 2.20, well below the "pain threshold" for German companies, which an industry leader earlier this year put at DM 2.50. But the Germans believe their reputation for top-quality goods and excellent after-sales service will overcome the exchange rate problem.

They are also sure they have been largely successful in containing the challenge to their traditional dominance in engineering from Japanese companies, which in the late 1970s were leading the field with computer numerical controls and other electronic technology.

The Germans took note and caught up. Although in 1977 only a third of German machines were equipped with CNC, by last year almost all of them incorporated that technology, and about 50 per cent of them were exported.

Table with 3 columns: Company Name, Turnover (DM), Employees. Rows: Thyssen Group (44.3bn, 128,370), Mannesmann (18.8bn, 108,000), Fried Krupp (18.5bn, 67,400), Gutehoffnungshütte (14.5bn, 54,800).

Source: Company reports

The machine tools branch enjoyed production growth of about 16 per cent to DM 10.9 billion, with orders increasing by 30.1 per cent. Exports rose by 12.7 per cent to DM 6.8 billion, although the export quota of 62.6 per cent was slightly down on 1984. Domestic sales were worth DM 6.4 billion.

The branch is expecting production in 1986 to repeat its double-figure growth of last year, although somewhat lower, at between 10 and 15 per cent. Capacity utilization is at 94.5 per cent and the orders backlog is running at more than eight months.

Manufacturers of printing and paper machines went to their annual fair in Düsseldorf in May with full order books for the first time in its 35-year history. "The usual pre-fair orders gap that we have known for years simply didn't happen this," said Kurt Werner, president of the fair committee.

The machine-makers had their best year ever in 1985, with production value of DM 8.2 billion and exports at 77 per cent of sales. Despite the dollar's dive, they are optimistic that their application of micro-electronics to their wares will help them maintain their export markets.

The makers of building machinery, long-time sufferers from a slump in the construction industry, are expecting nominal growth of 8 per cent this year after a 5 per cent rise in 1985 to DM 3.4 billion. This was their level of 1974 but was 31 per cent under their record year of 1979.

The prognosis for 1986 is not uniformly rosy. Although Mannesmann, for example, had a good 1985 and views this year with optimism, Preussag sees metal prices and the dollar clouding the hori-

zons. Some machine-makers are also concerned that President Reagan will bring big protectionist guns to bear on them if they do not meet his six-month deadline in applying self-restraint on exports to the United States.

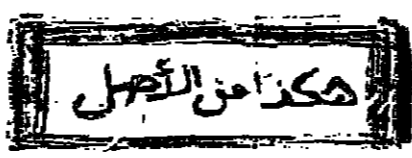
Most, for the moment, are feeling no pain because of their fat cushion of domestic orders and a conviction that the "Made in Germany" label, especially on machine tools, will win through after the Americans have been persuaded to drop their threatened barrier against free trade.

West Germany is the world's second largest producer of machine tools, with a value last year of DM 11 billion and, with Switzerland, has won a good position in the American market for its quality and flexibility. West German exports to this market have more than doubled in the past two years and German manufacturers will fight to retain that share.

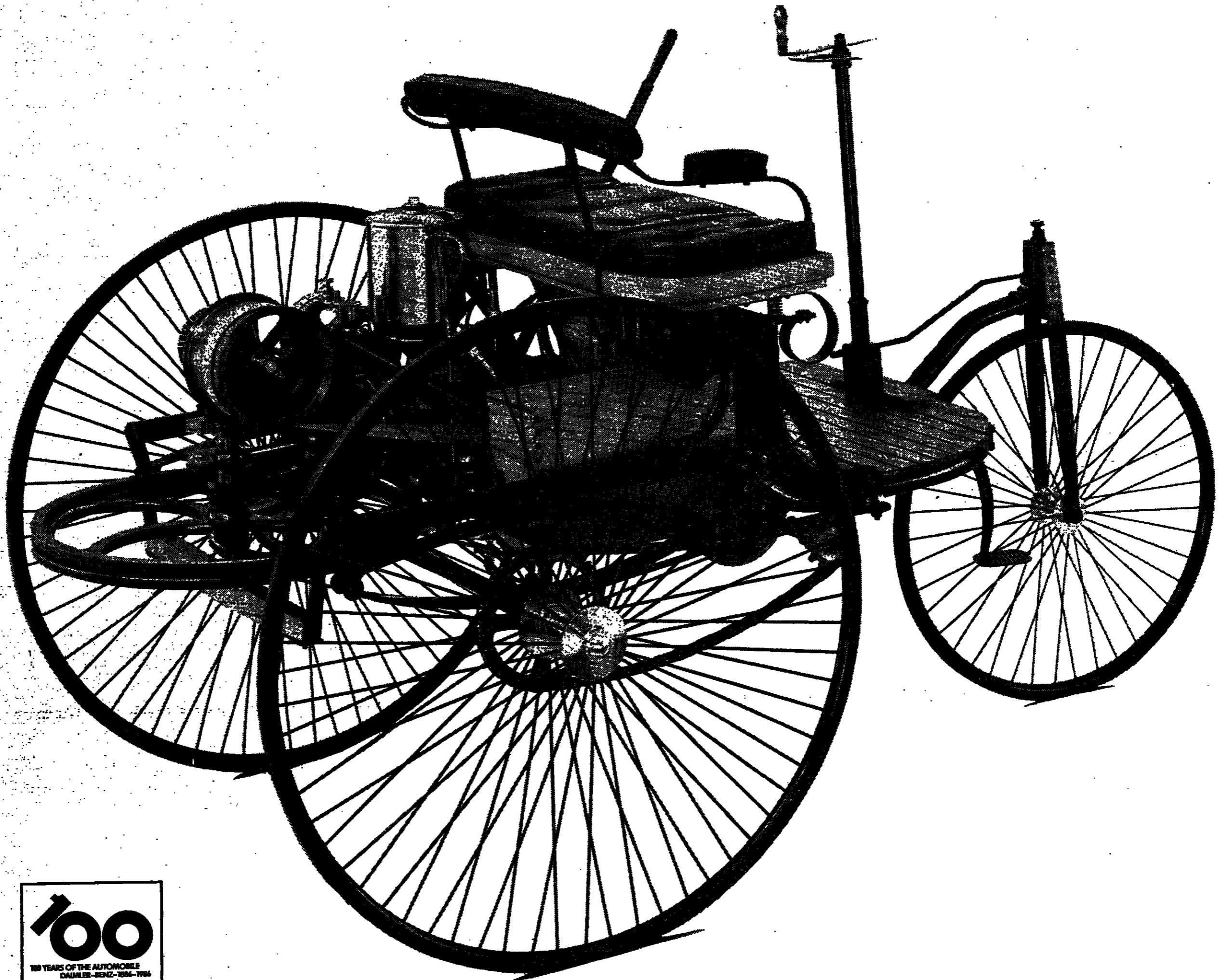
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To the engineers in Stuttgart though, history is but experience and the future holds infinitely more excitement than the past. For them, the present is already history as they

design with computers and clay the cars that will set 21st century standards of engineering by which all other cars will be judged.

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The other side of this liberalisation programme is a decision to allow German institutions to operate in foreign markets with greater freedom. From May 1st the new bank minimum reserve requirements have been cut to reduce the disadvantage banks faced in domestic lending.

The German market is still far from being liberal. Heavy transfer tax drives most secondary market operations to the Frankfurt stock exchange. There is still a difficulty that business is divided among eight regional stock exchanges, though efforts to clear a common market are being made.

Through the share issue, a large extent of the dynamic performance of the economy, Germany's financial revolution is opening up new opportunities for investors.

Mergers, takeovers and acquisitions are the vogue. Companies that have used the Bull market to launch new shares include such well-known names as Volkswagen (computers), Wella (cosmetics), Bosch (mechanical), Kalle (textiles), the Springer publishing group and newspaper giant Truhenhaus (banking).

1985 DM 1 billion in new capital was raised for German enterprises.

The most spectacular deal was sold off by Deutsche in February this year. It involved industrial conglomerate. The deal involved a substantial paper and oil holdings as well as an insurance and a bank.

It is an indication of the

Banks are now the powerful force

Germany's banks have been conservative. Fixed interest rates began to rise in February. The Deutsche bank's credit ratings were cut from A-1 to A-2 by Standard and Poor's.

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Investment and trade between Britain and West Germany has soared during the 1980s to reach billions on both sides

The rush to invest in the British economy



As one would expect from the most powerful economy in all Western Europe, the commercial presence of Germany in Britain is large and varied. It is also growing rapidly.

About 15,000 German companies export to Britain and of these 750 have set up sales and/or manufacturing subsidiaries here. According to the economics ministry in Bonn, the cumulative value of German direct investment in this country stood at DM 8.725 million (about £2,566 million) at the end of last year. Only in the United States is the figure higher.

Investment accelerated after Britain joined the EEC in 1973 and has soared since 1982. Last year German companies put more than DM 2.6 billion into Britain. Recent moves include the acquisition by Allianz of Cornhill Insurance for nearly DM 1 billion, the formation of a joint venture between Osrarn, a Siemens subsidiary, and GEC, and a greenfield investment by Isola Werke in Cumbernauld, Strathclyde.

The 750 companies which have invested here vary from the giants to the tiny and sell a wide range of goods. According to a survey published last year by the German Chamber of Industry and Commerce in London, more than 500 employ fewer than 50 people and very few have a workforce of several thousands. Geographically they are concentrated in the South-East—Greater London, the M4 corridor, Milton Keynes.

Britain's reputation for industrial unrest may deter German firms from investing here but they should take heart from the chamber survey, which found that nearly 90 per cent of manufacturing and sales companies questioned reported that they enjoyed good or excellent labour relations. A more common complaint is the inadequacy of British vocational training.

As well as being the second largest recipient of German investment, Britain is Germany's third biggest export market, after France and the United States. German sales to Britain have more than quadrupled during the past decade and reached DM 45.9 billion in 1985, 8.6 per cent of total exports. Cars, mechanical and electrical engineering, optical instruments, office equipment, plastics and chemicals are the main items.

Of the German companies which have invested in Britain, 210 have manufacturing

operations. Largest among them in terms of employment is Hoechst, the Frankfurt-based chemicals giant, which has had a presence here — interrupted by two world wars — since 1901.

In 1968 the company started manufacturing polyester filaments in Northern Ireland and in 1970 bought the paintmaker Berger, Jensen and Nicholson. It also owns Kalle Infotec (copiers and facsimile transmitters) and Arthur H. Cox (pharmaceuticals), and has a 50 per cent stake in Harlow Chemical Company (synthetic resin emulsion and polyvinyl alcohol) and TR Oil Services (oilfield chemicals).

Companies in Britain which either come under Hoechst UK or which operate separately but are wholly or partly owned by Hoechst AG in Frankfurt recorded sales of

Sixth plant to open soon

nearly £800 million in 1985 and provided jobs for 6,475 people.

Dominik von Winterfeldt, chairman and managing director of Hoechst UK, said the group was moving into speciality chemicals and had identified three key areas in which they could be used — metallurgy, electronics and industrial ceramics.

Meanwhile, at the Hoechst research centre in Milton Keynes, 120 scientists are working on new drugs and contributing to the parent company's worldwide research activities in other fields.

The history of Siemens in Britain goes back even further than that of Hoechst. Sir William Siemens founded the British Siemens Brothers Company in 1858 and just before the First World War Siemens employed more people here than in Germany.

Today the British subsidiary of the Munich-based electrical and electronics group has a turnover of about £200 million and employs about 2,500 people. These figures do not include the Osrarn joint venture with GEC nor Siemens Domestic Appliances, which sells white goods.

Like Hoechst, Siemens has taken over British companies, acquiring Ferranti Measurements (electrical energy meters), Semitron Crickdale (electronics components), Phonophore Acoustics (hearing aids), Pacemaker (heart pacemakers), Neve (electronic studio equipment) and the Norton Telecommunications Group.

It has a design and develop-

ment laboratory at Conington, Cheshire, which has supplied microwave equipment for the satellite communications centre at Goonhilly Downs, Cornwall, and it has just opened a computer sales and information office in a converted church at Feltham, Middlesex.

Last month saw the expansion of another well-known Bavarian-based company, BMW, which inaugurated a £6.5 million warehouse at Bracknell, Berkshire, thereby more than tripling its storage space.

Since BMW formed a British subsidiary in 1979 sales have risen from 13,453 units (turnover £107 million) to 33,450 (£346 million) and market share from 0.89 to 1.83 per cent. Britain now runs second to the United States as an export market but growth is hampered by an inadequate supply of cars from Bavaria. The opening shortly of a sixth manufacturing plant, at Regensburg, should ease the situation.

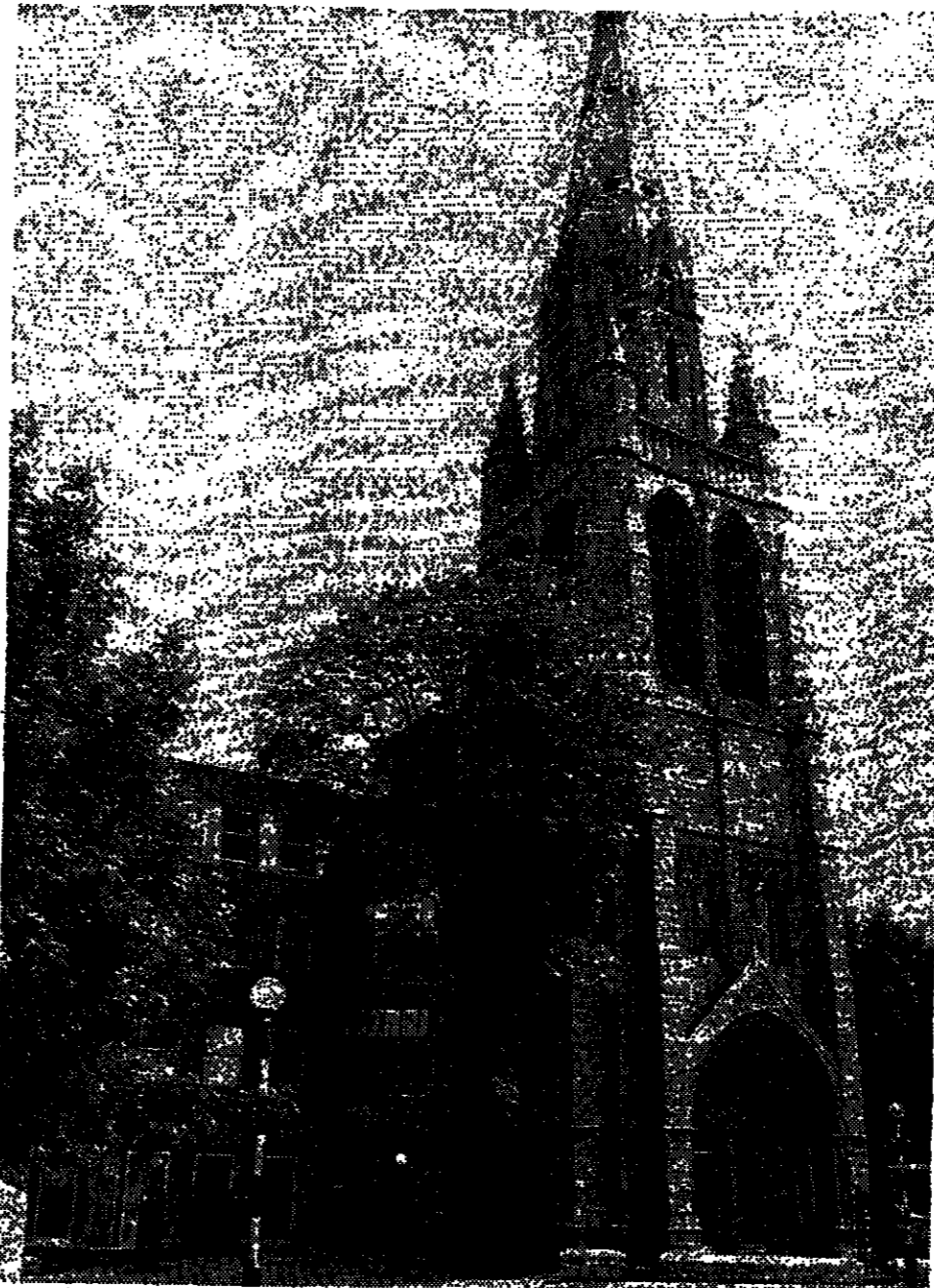
West Germany in general, and Baden-Württemberg in particular, is noted for its small and medium-sized engineering firms. One of them, Schrott, makes metal casings for the electronics industry at Hemel Hempstead, Hertfordshire. The company, based near Karlsruhe, bought T. Foxall & Sons, a sheet metal engineering business, in 1978 and acquired with it a skilled workforce.

Schrott has since invested £3 million, £650,000 of it in an extension which is due to open later this month. Turnover has risen tenfold to £7.5 million and sales per head from £8,800 to £60,000. The company has about 15 per cent of the electronic casings market in Britain.

Bernd-Uwe Kaupisch, who has run the British operation from the start, said many medium-sized German companies had not realized the value of Britain as a base for exporting to the United States and other parts of the world, such as India, Singapore, the Gulf, Canada, and South Africa, where English is widely spoken. Britain laid the base for the penetration of the American market for Schrott and the company is now manufacturing in Rhode Island.

Turning to consumer goods, Rosenthal, the porcelain, glass, cutlery and furniture maker, and Bahlsen, Germany's largest biscuit manufacturer, both have sales subsidiaries in Britain.

Rosenthal hit the headlines in 1975 when it won a £12,000 crockery order from the



Church turned computer centre: Siemens' infotec office at Feltham, and, below, Hoechst researchers at Milton Keynes

ing director, says Bahlsen is somewhat lumbered with its quality image and the next stage of his campaign is to persuade people that its biscuits and cakes are not just for special occasions.

Today Bahlsen Biscuits (UK) launches its first product in a British-designed packet and Mr Rogers hopes to extend this to other items.

Asked whether Bahlsen would manufacture in Britain, he said they would have to acquire a British company which would fit in with their image as a high-quality Continental biscuit-maker. The local market was tightly controlled and there was little left to buy. His main problem as an importer has been the devaluation of the pound against the mark at a time when British inflation rates were low.

Sales of the British subsidiary have grown by 216 per cent during the past five years, in particular since the company started to advertise in 1983. A.N. Rogers, the manag-

Simon Scott Plummer

Coping with the oil price drop

Development of trade between Britain and West Germany in recent years has been rapid and impressive. Germany is now Britain's second largest foreign market after the United States, taking nearly 12 per cent of all British exports.

British invisible earnings in Germany from such services as banking, insurance and consultancy are worth more than £895 million a year, and in an increasing flow of investment between the two countries there are about 1,000 British subsidiary companies in Germany. British direct investment in Germany at the end of 1985 had a total cumulative value of £3,196 million, or more than double the total of 10 years earlier.

Since Britain signed the treaty of accession to the European Community in 1972, British exports to Germany have increased from £590 million then to £9.8 billion in 1985, or almost £25 million for every day of the year. Last year's figure was 8 per cent of total German imports, compared with 7.7 per cent in 1984, and while overall German imports rose by 6.9 per cent, imports from Britain increased by 11.6 per cent.

Excluding oil, total German imports rose by 8.1 per cent, while imports from Britain were up by 19.7 per cent, with the British share of the non-oil import market increasing to 6.2 per cent from 5.6 per cent in 1984. The trade gap in favour of Germany, however, widened from £2,179 million in 1984 to £2,626 million last year. German exports to Britain in 1985 were up 13.3 per cent, compared with an increase of 10 per cent in total exports.

Germany comes out even better when one takes the figures for the 12 months to the end of March this year, which give it a trade gap edge of £3,343 million against £1,850 million. Deducting British oil revenues would almost double the imbalance. Oil accounted for 29.1 per cent of British exports to Germany last year, earning £3,200 million. But this was a drop of nearly 5 per cent on 1984, and the oil factor was down to 23 per cent in the first quarter of this year. "The trend is to further falls," a British embassy commercial official said.

British non-oil exports to Germany, however, are a success story in what Sir Julian Bullard, the British ambassador, describes as "one of the most competitive markets in the world to break into".

The top-value British exports to Germany are capital goods such as heavy machinery, electrical engineering products, pharmaceuticals, aircraft and components and car parts. The rest of the field covers a wide range running from agricultural machinery to whisky.

For the British Steel Corporation's three subsidiaries in Germany, sales performance is subject to quotas imposed by Brussels. Karl-Heinz Kramer, managing director of BSC Deutschland in Düsseldorf, a sales office for non-stainless products with a staff of 30, says, however, that there could be a price war in the steel business when quota controls are lifted at the end of 1987.

Keen Japanese competition rather than quotas is the sales problem for Coulter Electronics, of Krefeld, subsidiary of a firm based in Luton, Bedfordshire. Employing a total of 140 people, the company sells blood cell counters and biochemistry reagents for blood tests to hospitals, clinics, laboratories and some individual doctors. The company also supplies fine particle analysers

£15m turnover is expected

to the pharmaceutical industry.

Brian Hall, managing director, says Coulter, established in Germany 20 years ago, has about 3,000 of its all-electronic instruments in service throughout the country and claims a 60 to 70 per cent share of the German market. "We had a good 85 per cent in 1980, but then the Japanese began making very good copies of our products and selling on price," he said.

Nevertheless, Mr Hall adds, in the 12 months to the end of March 1987 Coulter should achieve a turnover of £13.5 million to £15 million, an increase of 12 per cent on the previous year.

He said: "Apart from our Japanese competitors, we have no special problems in selling in Germany."

"However, the German medical profession is more demanding than that in Britain. About 60 per cent of our staff is engaged in service and maintenance of our instruments, and when something goes wrong German doctors want immediate attention. Unlike British doctors, they are not inclined to make small repairs themselves."

"But that is our market, and we give them what they want."

JE

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Power Generation (AEG KANIS)
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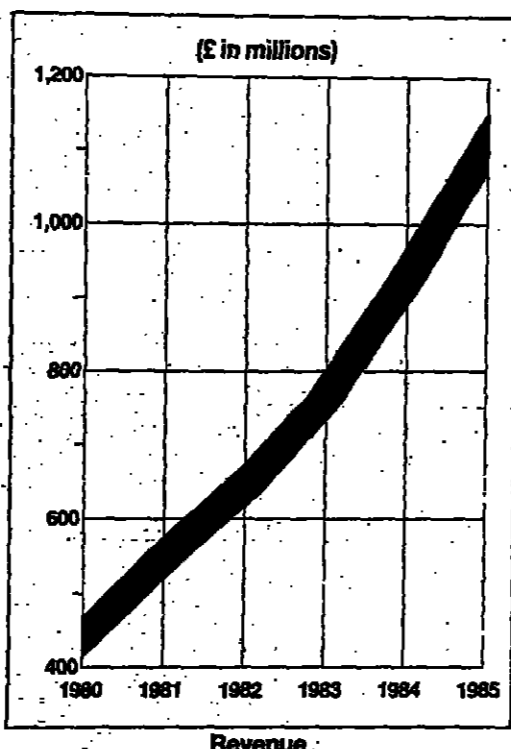
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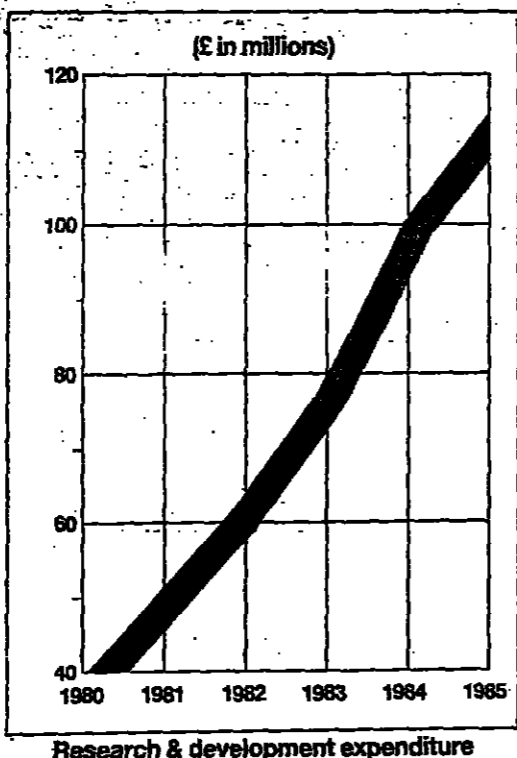
Let's face it: Most companies have a good year every once in a while. But how about steady consistent growth every year for a decade?



Check our revenue figures. 20 per cent average growth. And our profit growth has been even faster.

Orders on hand are up 20 per cent. Again. At more than £1 billion, they exceed total 1985 revenue. In the next year or so, Nixdorf will pass the £1.5 billion mark in revenue.

Nixdorf's investment in research proves we think the future is as important as the past. Once again, we invested almost 10 per cent of revenue - £114 million - in development. Add our capital spending of £163 million, up 12 per cent, to our R&D spending and you can clearly see how we feel about the future.



Confidence also means new jobs. Last year we defied industry trends, and added 3,100 new people to our payroll.

Stockholders' equity now totals £677 million, up 900 per cent over what it

was only five years ago.

Our continued success stems from our customers' positive response to:

Nixdorf Commitment: We are committed to end users. Nearly two thirds of our staff are engaged solely in customer support and service.

97 per cent of our worldwide revenue is earned by Nixdorf employees responding directly to customer needs. We don't depend on outside dealers.

Nixdorf Service: Our sales and service network is the most vital and visible sign of Nixdorf quality. Our customers know they have long-term security. Commitment to customer

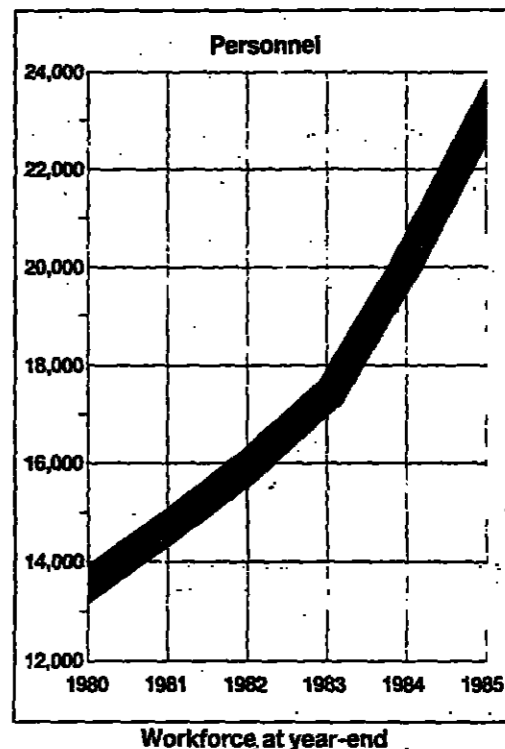
service has always been a major Nixdorf strength.

Nixdorf Solutions: Nixdorf serves virtually every branch of industry and commerce. We are the European leader in business information systems because all our solutions are tailored for specific needs in industry, in government and local authority administration, banking and financial institutions, small business and retail sectors, to name but a few.

Nixdorf Development: We convert technological innovations into practical product improvements for our customers. Our products are also designed to be capable of future development so our customers can plan for growth - and know their investment is protected.

Nixdorf is already among the world's largest computer companies. Our consistent record of growth points firmly to an even brighter and stronger future.

We have 550 offices worldwide in 44 countries. Nixdorf's UK head office is at 125-135 Staines Road, Hounslow, Middlesex TW3 3JB.



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Position _____

Type of Business _____

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both sides
with the
drop

The top-value British goods to Germany are the electrical engineering products, pharmaceuticals and computer parts. The rest of the top ten covers a wide range from agricultural machinery to whisky.

For the British Corporation's interest in Germany is subject to an embargo imposed by Bonn. Heinz Krüger, managing director of BSC Deutschland, a sales subsidiary of the parent, says that the embargo is a result of the fact that there could be a transfer of technology to the East. The embargo is a result of the fact that there could be a transfer of technology to the East.

Seen Japanese companies rather than others as a problem for the UK. The UK is based on a service economy. The UK is based on a service economy. The UK is based on a service economy.

£15m turnover is expected

REG

FOCUS

Living the fun life with Bubbi and Siggy

Any country which can have a city like Munich cannot be entirely serious. Being thought entirely serious is what most West Germans seem not to want to be.

The neighbouring southern state of Baden-Württemberg is in competition with Bavaria to attract advanced industry — the south having become, in recent years, the "high tech" region.

West German city, apart from Hamburg, which is as glamorous, or mildly wicked, as most of the other international cities they deal with.

Munich is the only West German city in which the gossip columns of the local papers are peopled with Germans. Those of other West German papers are usually about foreigners.

Where culture and capitalism meet

Munich's transport arrangements, but is the wife of the Prince Johannes von Thurn und Taxis, whose family fortune took 500 years to assemble.

Baden-Württemberg is a beautiful state and its capital, Stuttgart, has a superbly restored city centre of trees and squares.

The definition of "everyone" in Munich is Herr Strauss. But important people from Bonn came too.

However, it has to be admitted, Munich is also serious. It is the headquarters of "Bavarian Motor Works", which the



Munich: Looking towards Marienplatz, a popular haunt for overseas tourists. Right: Deutsche Oper, West Berlin, performing a scene from "Katya Kabanova" by Janacek



Move over, Wagner, they're now all going for pop

A friend had just bought a recital recording by Peter Hofmann and offered a hearing.

The offer was accepted excitedly since Herr Hofmann, who is now in his early forties, seems to these ears to be as good a Wagnerian tenor as Germany has produced since the war.

A tremendous outburst of unfamiliar music, involving much percussive, preceded the entry of the voice on the first track.

Munich itself is, and nearly always has been, Social Democratic, to Herr Strauss's alleged irritation.

Such works tend to contain rather old-fashioned and unoriginal arias which are always worth listening to, provided we do not have to sit through the rest of the opera.

Herr Hoffman's satisfyingly guttural heroic tenor emerged from the loudspeakers. "There is... a house... in New Orleans", the voice very slowly imparted, in southern

American English. "It's called... the Rising Sun."

A lunge for the cassette cover revealed that one had been made to listen to Peter Hofmann sings Rock Classics, which, it turned out, had been quite a big seller in Germany last year.

You could also get two albums of Peter Hofmann sings songs and ballads — songs and ballads being there defined, not as the work of such home talents as Hugo Wolf or Schubert, but of whoever wrote You've lost that loving feeling and Let it be.

With these cassettes, it is possible that he had chanced upon something symbolic — and, not only that, a paradox.

We in Britain are brought up to believe that the Germans are more cultured than us, certainly more musical.

There is the Berlin Philharmonic. There is Karajan and lots of equally famous German conductors.

Wagner, wherever he is now, must face the reality that his best tenor of the 1980s often sings about loving feelings, bridges, and troubled waters other than those to be found in his operas.

Furthermore, they are opera houses which — as Covent Garden points out every time it wants more money from the taxpayers — are awash with subsidies.

Opera and the concert hall are taken more seriously here by politicians than in Britain

that music, and sheer, brute mass of culture.

Yet nearly everywhere you go in West Germany, outside opera house or concert hall, you hear American, British or indigenous pop.

The Americans here have a young, ambitious ambassador who wants to "reach out" to the West German young. It is

significant that he obviously feels he could not do that by being seen at a concert of the Berlin Philharmonic.

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stands out in sharp contrast to Britain is that the most powerful, and also most radical, union is not in the engineering and metal trades.

German trade unions face the same problems as other European unions: how to adjust to an accelerated pace of change.

In addition, the CDU-FDP coalition government in power since October 1982 has been less sympathetic to the unions than the SPD-FDP predecessor.

While in the 1950s unions had been rather weak, under the social-liberal coalition of the 1970s they grew more powerful and pushed German wages ahead.

The reaction of unions to the Kohl government's desire for a radical break with the social policies of the past (Wende) was a new strategy on the part of labour, too.

The aim was to break the old concern with Socialpartnerschaft, the social co-operation which had been established after 1949, had lain at the heart of Bonn's political success.

The end of the strike came when the federal labour office blocked these payments and there was then a compromise

The country is riddled with opera houses and awash with subsidies

— that is, the politicians give them more taxpayers' money. Covent Garden's complaints are true on that aspect.

Cologne, which with Düsseldorf and Frankfurt forms what might be termed the second division and where the

musical standard is not much lower than in the international three, gets from a similar source, DM 35 million.

The number of German singers has been declining since the war.

Opera remains a paradise for people who like going to concerts, to opera (thanks to German ratepayers and foreign singers) and to ballet.

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Union power goes on the defensive

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DER STAATSBESUCH
THE STATE VISIT
the ssteht vis-it

**125. Ich freue mich Sie kennenzulernen Ihre Majestät/
 Erzbischof/Minister-präsident.**
 It is nice to meet you, Your Majesty/Archbishop/Prime
 Minister.

*it is neiss tu miet yuh, juhr MAHDSCH-esst-ie/AHRTSCH-
 bie-schap/PREI-mini-sstehr.*

126. Was für eine nette Krone/Mitra/Hut.

What a lovely crown/mitre/hat.

uatt e LAW-lie kraun/mei-tehr/hät.

127. Nein, nein, ich liebe Hunde/Musik/Golf.

No, no, I love dogs/music/golf.

noh, noh, ei law dagz/MJUH-sick/golf.

128. Wo genau ist Milton Keynes?

Where exactly is Milton Keynes?

uähr eks-AKT-lie is MIL-ten kiens?

129. Ich habe eine Panne mit meiner Limousine.

My limousine has broken down.

mei lie-muh-SIEN häs BROH-ken daun.

**130. Können Sie mir den Weg zu Ihrem Audi
 Volkswagen Händler zeigen?**

Can you show me the way to your Audi Volkswagen
 dealer?

kän juh schoh mie the ueh tu juhr audi volkswagen DIE-lehr?

131. Vorsprung durch Technik.

Vorsprung durch Technik.

vorsprung durch technik.

DAS STAATSBANKETT.
THE STATE BANQUET.

the ssteht BAHNK-uet.

132. Das ist eine interessante Wurst.

That is an interesting sausage.

that is an IN-te-resst-ing SSOH-ssidsch.



NATION'S POOR Suffering from double vision

By Simon Barnes. Television. The World Cup... Suffering from double vision...

WORLD CUP TV. A television... Suffering from double vision...

World Cup debut. The 1986 World Cup... Suffering from double vision...

cruiise when for classics. World Cup debut...

RACING: FIRM FAST GOING AT YARMOUTH WILL SUIT THE ONCE BACKWARD COLT

Majestician at his German best beside the seaside

By Mandarin (Michael Phillips). Majestician is napped to win the Tote Daily Forecast Handicap at Yarmouth today...

Too backward to be trained seriously as a two-year-old, this big rangy German-bred colt has just begun to reap the benefit of that patient approach...

Above all else, what that race proved beyond question was that Majestician stays really well and that he can give of his best on firm fast ground.



Mill Plantation, mount of Steve Cautchen in today's Tote Placepot Handicap at Yarmouth.

Newnes aiming to get back among winners

Billy Newnes, the 26-year-old jockey who was banned from race riding for three years, returns to the saddle today at Folkestone...

Newnes has been attached to Henry Candy's stable since he came into racing. He served his apprenticeship with a Cambridge trainer...

Ireland so nearly give away triumph

By Gordon Allan

Ireland beat Scotland, last year's champions, by 112 shots to 111 in the opening match of the British women's international series at Sophia Gardens, Cardiff yesterday...

England, who failed to win a match last year, beat Wales 131-129 in the afternoon. England's game against Ireland today was also a close affair...

Three members of the Irish team, Cath Mcgrath, Hilda Hamilton and Eileen Bell from Belfast won their British Isles championship triples semi-final on Sunday...

McNeil shows her potential and serves notice

By David Powell

Lori McNeil is the second best player to emerge from the free coaching programme established in Macgregor Park, Houston...

Her preparations for this championship were more than a little unsettling, having failed to win a singles match. Even after yesterday's 7-5, 6-1, 6-1 victory over Betsy Nagelsen...

She served a double fault to let her opponent back to 5-4 but that was the last time the 29-year-old Miss Nagelsen showed anything like the quality of play of her opponent. Still, she could be more than satisfied at reaching the last 16...

miss McNeil gave notice of her intentions against Miss Nagelsen in her opening game which she served to love. Miss Nagelsen was unable to read her opponent's backhand for the next six games as Miss McNeil swept into a 5-2 lead.

Miss McNeil's nerves began to show in the ninth game when she served a double fault to let her opponent back to 5-4 but that was the last time the 29-year-old Miss Nagelsen showed anything like the quality of play of her opponent.



On the way out: Rafaella Reggi, of Italy, heading for defeat against Gabriela Sabatini, of Argentina, yesterday. Report, page 40 (Photograph: Chris Cole)

GREAT YARMOUTH

Going: good to firm. Draw: high numbers best. ELA. 2.15 EBF FILLES MAIDEN STAKES (2-y-o: £1,374: 6f) (9 runners)...

FOLKESTONE

Going: firm. Draw: 5f-6f, low numbers best. 2.0 MAIDEN HANDICAP (3-y-o: £1,398: 7f) (16 runners)...

Yarmouth selections

2.15 Lashing, 2.45 Nation's Song, 3.15 Lyric Way, 3.45 Georges Delight, 4.15 MAJESTICIAN (nap): 4.45 Fluttery.

Folkestone selections

2.0 Blue Brilliant, 2.30 Naatell, 3.0 The Chippenham Man, 3.30 Maiden Bidder, 4.0 Tough N Gentle, 4.30 Dashing Light.

2.45 BET WITH THE TOTE SELLING STAKES (2-y-o: £260: 5f 25yd) (7)

041822 NATION'S SONG (B) (NF) (Northern Wide Racing) R Stubbs. 6-12 411 Horses 4-11... 041823 BURKHARDT (B) (NF) (Northern Wide Racing) R Stubbs.

2.30 SWEETH STAKES (3-y-o: £717: 1m 2f) (7)

11 NAATELL (USA) (Shahid Mohammed) H Cecil 9-8... 041824 BLUE BRILLIANT (B) (NF) (Northern Wide Racing) R Stubbs.

3.15 TOTE CREDIT HANDICAP (£2,238: 7f) (9)

041825 LYRIC WAY (B) (NF) (Northern Wide Racing) R Stubbs. 6-12 411 Horses 4-11... 041826 HOPKIN KATIE (NF) (NF) (Northern Wide Racing) R Stubbs.

4.0 EBF WESTERNHANGER STAKES (2-y-o: £1,344: 6f) (4)

42219 HUNCH SNAP (B) (NF) (Northern Wide Racing) R Stubbs. 6-12 411 Horses 4-11... 041827 BLUE BRILLIANT (B) (NF) (Northern Wide Racing) R Stubbs.

3.45 TOTE PLACEPOT HANDICAP (£3,152: 1m 2f) (9)

1351-14 SWIMMER (B) (NF) (Northern Wide Racing) R Stubbs. 6-12 411 Horses 4-11... 041828 MILL PLANTATION (NF) (NF) (Northern Wide Racing) R Stubbs.

4.15 TOTE DAILY FORECAST HANDICAP (3-y-o: £2,075: 1m 6f) (8)

0021 MAJESTICIAN (GER) (M Wilmann) G Pritchard-Gordon... 0041 BLUSHING SPY (B) (NF) (Northern Wide Racing) R Stubbs.

4.45 TOTE PLACE MAIDEN FILLES STAKES (3-y-o: £1,622: 1m) (16)

0022 ACTUALIZATIONS (USA) (R Stokes) L Cumans 8-11... 0041 BLUSHING SPY (B) (NF) (Northern Wide Racing) R Stubbs.

Nottingham results

2.0 (m) 1. SURPRISE CALL (M) Birch. 2.0 (m) 1. SURPRISE CALL (M) Birch. 2.0 (m) 1. SURPRISE CALL (M) Birch.

ARAB RACING

Protest at verdict on Ramu

By Christopher Goulding

Controversy surrounded the most exciting race of the afternoon at Newton Abbot on Saturday after Ramu had won the last event on the card...

The connections were far from happy about the result as there was no photographic evidence to be consulted and also there had been an objection to the winner, Karen Sears...

Sixteen-year-old Annette Harrison completed a double on Othersall Dawn Chorus and Shamran. The latter, winning his fourth race of the season...

Miss M Navratilova (Czech) won the women's singles at Wimbledon yesterday. Stan Smith, the 1972 Wimbledon champion, has rediscovered the winning formula...

YESTERDAY'S RESULTS

Men's singles. Holder: B Becker (WG). Women's singles. Holder: Miss M Navratilova (Czech). Men's doubles. Holder: H Guntthard (Switz) and T Taroczy (Hung).

Course specialists

FOLKESTONE

TRAINERS: B Hills, 5 winners from 25 runs, 20.0%. G Scahill, 17 from 85, 20.0%. W Jinks, 17 from 85, 20.0%.

Sicilian defence

Rome (AP) - Sicily is to stage two world boxing events. The world cruiserweight champion, Lennox Lewis, will fight in the city...

Thinking again

Rochdale Hornets have been advised by the Rugby League not to go into voluntary liquidation...

Today's television and radio programmes

Edited by Peter Dear and Peter Davalle

Large advertisement for 'Skelton gets his just reward' by Jenny Macdonald, including a photograph of Bob Skelton and promotional text.

ENTERTAINMENTS section listing various events, including Royal Opera House, Royal National Theatre, and other venues.

BBC TV-AM section listing programmes like Good Morning Britain and Newsnight.

BBC 2 section listing programmes like Open University and The World at One.

CHANNEL 4 section listing programmes like The Lordships' House and The Unrepentant Who Dares Wins.

BBC 1 section listing programmes like The Archers, The Archers, and The Archers.

RADIO 4 section listing programmes like Shipping, Shipping, and Shipping.

RADIO 3 section listing programmes like The Archers, The Archers, and The Archers.

RADIO 2 section listing programmes like The Archers, The Archers, and The Archers.

ITV/LONDON section listing programmes like The World at One and The World at One.

BBC 2 section listing programmes like The World at One and The World at One.

CHANNEL 4 section listing programmes like The World at One and The World at One.

BBC 1 section listing programmes like The World at One and The World at One.

RADIO 4 section listing programmes like The World at One and The World at One.

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